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MAR 2 1925  
Do You Watch the Weighing in Your Plant? Another scale story on p. 19

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# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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No. 9  
FEBRUARY 28, 1925

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Subscription Price: United States, \$3.00; Canada, \$4.00; All Foreign Countries in Postal Union, \$5.00

Established 1857

## Rohe & Brother

### Pork and Beef Packers and Lard Refiners

Curers of the Celebrated  
"REGAL" Ham, Breakfast  
Bacon and Shoulder.

Manufacturers of the  
Famous Brand "PURITY" Lard.

Goods for Export and Home  
Trade in any Desired Package.

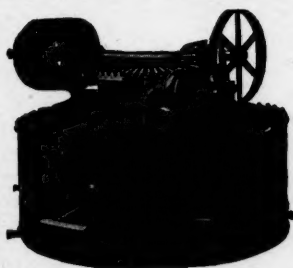
Export Office  
344 Produce Exchange

NEW YORK

Main Office  
527 West 36th Street

PACKING HOUSES:

534 to 540 W. 37th St. 539 to 543 W. 39th St.  
547 to 549 W. 35th St.



## LOW UPKEEP

The upkeep of Triumph Tankage Dryers is low enough to be forgotten. Once in several years you'll have to buy a new wheel for the fan which draws off the vapor; but aside from this (barring accidents) you will probably not have to buy any repairs during the entire life of the machine.

Write for prices and capacities. Ask for Bulletin 40.

### The C. O. Bartlett & Snow Co.

Main Office and Works: Cleveland, Ohio

## Morris' Supreme Sausage Casings

THE supreme quality of Morris' Sausage Casings, due to careful selection and highly scientific processing, assures you of a clean, absolutely dependable casing—the goodness of which will be reflected in your products.

The great precaution exercised in the

sorting and grading of our casings eliminates practically all waste in their use, hence their economy.

To be sure of a good, uniform casing, meeting all the requirements of sausage manufacture, buy SUPREME.

Write for prices.

### MORRIS & COMPANY

Branch of the North American Provision Co.

CHICAGO

## "NIAGARA BRAND"

### Genuine Double Refined Saltpetre (Nitrate of Potash)

and

### Double Refined Nitrate of Soda

BOTH COMPLYING WITH ALL THE REQUIREMENTS OF THE B. A. I.

MANUFACTURED BY  
Established 1840

### BATTELLE & RENWICK

80 MAIDEN LANE  
NEW YORK

Hints for Sausage Makers on Cost of Materials See page 24

# Before the days of Crescent Pails

**Y**EARs ago, crackers were bought from barrels and coffee from bins. Sugar was weighed out and wrapped in various sized packages. Butter sold entirely from tubs and pickles floated in big tanks of brine.

That was before the days of Crescent Pails.

Then came the change influenced by popular demand.

Crackers, coffee, sugar, butter, pickles and countless other food products went into individual sanitary containers, resulting in convenience and cleanliness.

At the same time, lard went into attractive sanitary Crescent Lard Pails to the decided advantage of all concerned.

Lard sold in Crescent Pails is purer, sweeter, cleaner, more convenient for the purchaser and more profitable for those handling it.

Crescent Lard Pails open new possibilities for greater profits in lard. They carry your own brand name, insure repeat orders and build more business.

Let us tell you how and why. Write today.

## Branch Offices

New York  
Philadelphia  
Chicago  
Pittsburgh  
Kansas City  
New Orleans  
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## Foreign Branches

Buenos Aires  
Liverpool



## THE BRECHT COMPANY

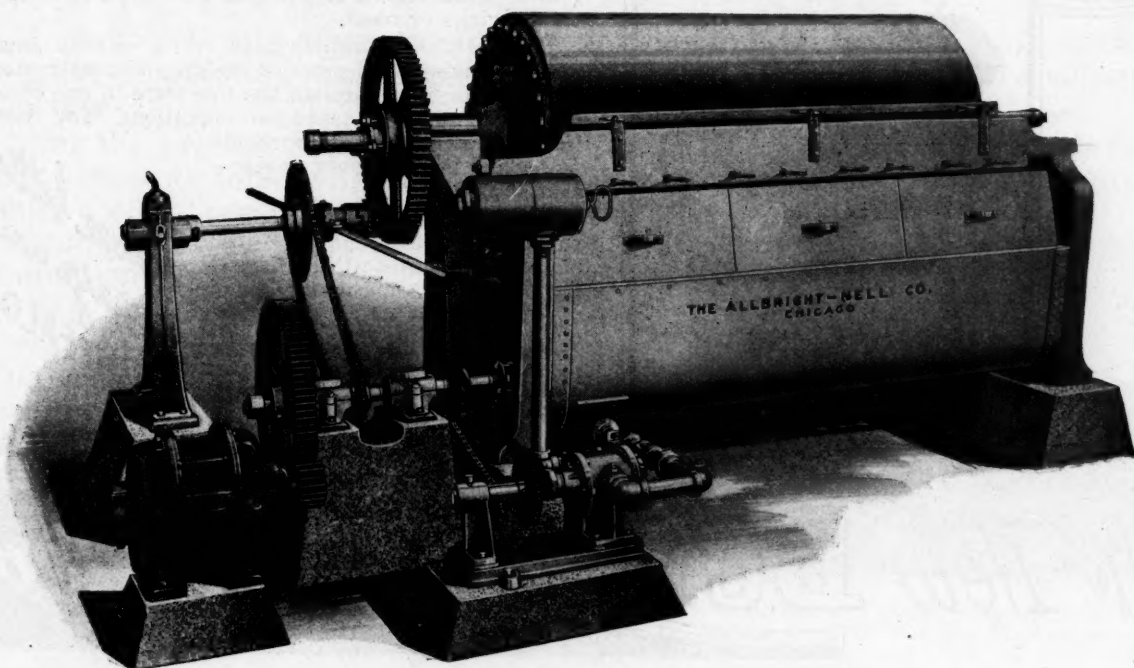
Established 1853

Cass Avenue

St. Louis, Missouri

*"We keep faith with those we serve"*

THERE ARE MORE THAN  
**350 ANCO LARD ROLLS**  
IN DAILY OPERATION! WHY?



**ANCO Lard Roll**  
(MOTOR DRIVEN)

**THE STANDARD OF ROLLS**

BECAUSE it makes the best finished products and meets the requirements of highest efficiency with the lowest operating costs.

BECAUSE its superior construction represents knowledge gained from forty years of practical experience.

ANCO ROLLS are made as above with equipment arranged for the use of cold brine. They are also made with tight and loose pulleys for belt drive and for the use of direct ammonia expansion. Jacketed picker or feed troughs as well as worm gear drives can be furnished if requested.

Made in three sizes—28"x 48"—3'0"x 6'0"—4'0"x 9'0"

**WE SHALL BE PLEASED TO FURNISH ADDITIONAL INFORMATION**

---

**THE ALLBRIGHT-NELL CO.**

The Leading Packing House Machinery Manufacturing Establishment of the World.

General Office and Factory

**5323 So. Western Boulevard**

**CHICAGO, ILLINOIS**



# *Speed* that you will marvel at!



## *The New "BUFFALO" Grinder is*

revolutionizing meat grinding! Never before has a grinder been known to work so fast without heating the bearings or meat.

The work this machine does, will positively amaze you. Because of its superior design and construction, you can run meat through the fine plate in one operation, that ordinarily takes two operations. You therefore save 50% in time, labor and power and increase your production 100%.

One man wrote us he ran 6,000 pounds of pork through the 3/16" plate in 57 minutes without heating the meat or machine. Think of it!

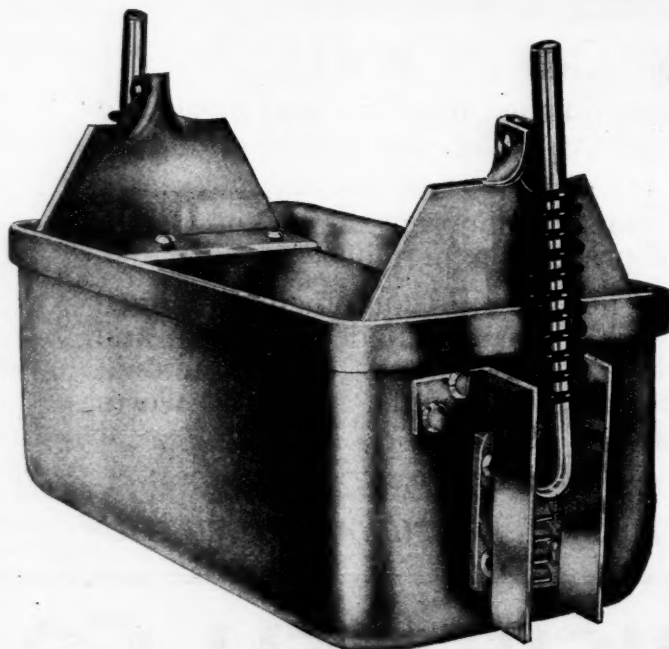
Made in five sizes with motor or tight and loose pulley. Write for prices and list of users.

*Produce better  
sausage with  
a "BUFFALO"*

JOHN E. SMITH'S SONS CO., Patentees and Manufacturers, BUFFALO, N. Y., U. S. A.

Also makers of world-famous "BUFFALO" Silent Cutters and "BUFFALO" Mixers.

# *The New "BUFFALO" Grinder*



Patent Applied For

**Beware of imitators of the Jordan Square Ham Retainers.**

Manufacturers of a full line of Packing House Machinery and Equipment.

**The Packers Machinery and Equipment Co.**  
1400 W. 47th St., Chicago, Ill.

## **Jordan Square Ham Retainer**

*Hundreds of satisfied users for  
several years*

This retainer has been on the market for several years, and one of its best recommendations are the imitators that have recently come on the market.

This retainer is seamless, making it easy to clean. The spring arrangement keeps ham under pressure while cooking.

Made in three sizes:

B-1— 8 to 12-lb. hams.

B-2—12 to 16-lb. hams.

B-3—16 to 20-lb. hams.

Write for our special pre-season price and offer.



# Right Temperatures— The Basis in Preparing Foods

If any old temperatures would do, the cooking, boiling, smoking, scalding or refrigerating problems would be easy. Any novice could do a volume business.

But the present highly technical business, or art, of preparing foods for the American table with uniform flavor, color and texture the aim, requires that certain prescribed maximums and minimums of heat and cold must be attained and maintained.

This applies as well to the elementary first step of hog scalding as it does to the important process of ham boiling. If the scalding-vat water goes above 150 degrees, the result will be cooked carcasses. A maintained temperature is correct and necessary. What it should be depends on the size of the scalding vat and the volume of killing.

Improper scalding (wrong temperatures) causes hair and bristles to break off at the roots. Result—a dark appearing carcass, fit only for second grade stock.

The right temperature is the basis of quality and maximum output in your plant.

Are your temperatures right?

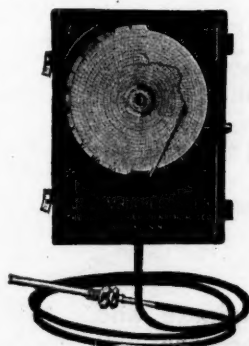
We are specializing on this subject for packers and have a temperature regulation plan to fit your plant.

Our experience in the Meat Products field is at your disposal.

Write for Catalog No. N-49.



Mercury Reform Thermometer for Ham Vats, Hog Scalding and Sterilizing Vats, Boiling Tanks, Steaming and Smoke Rooms, etc.



Columbia Recording Thermometer for Ham Vats, Hog Scalding and Sterilizing Vats, Boiling Tanks, Steaming and Smoke Rooms, etc.



Installation of 2 Honeco Temperature Controls and 2 Columbia Recording Thermometers on Ham Cooking Vats. Plant of Adolf Gobel, Brooklyn, N. Y.



Honeco Airless Temperature Controller for Ham Vats, Steaming Tanks, Hog Scalding and Sterilizing Vats, etc.

## American Schaeffer & Budenberg Corporation

SUCCEEDING

THE SCHAEFFER & BUDENBERG MFG. CO. AMERICAN STEAM GAUGE & VALVE MFG. CO.  
HOHMANN-NELSON COMPANY

General Offices: Berry and South Fifth Streets, Brooklyn, N. Y.

\*Stocks carried at these branches

\*Boston  
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\*Chicago  
\*Cleveland  
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Tulsa  
\*Philadelphia  
\*Pittsburgh  
\*Los Angeles  
\*Salt Lake City  
\*Seattle

## Sanitary Seamless Steel Containers

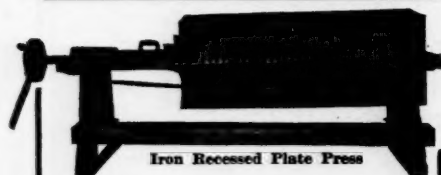
These containers are pressed from one sheet of steel, and have no seams, crevices, or sharp corners.

Easily cleaned and easy to roll without cutting floors, on account of round edge on bottom.

For general packing house use  
Size No. 1—24" dia.x28" deep  
Size No. 2—20" dia.x28" deep  
All galvanized after making.



**B. F. Nell & Company**  
620 West Pershing Road  
Chicago Illinois



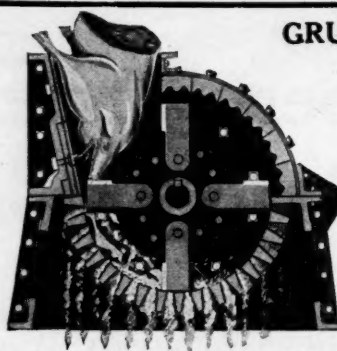
### Filter Presses

FOR LARD & OIL REFINERIES  
BEEF EXTRACT, GLUE &  
SOAP MANUFACTURERS

Tankage and Curb Presses

PACKING HOUSE MACHINERY  
AND EQUIPMENT

Write for Information and Prices  
**William R. Perrin & Company**  
Fisher Building Chicago, Illinois



### GRUENDLER HASHER & GRINDER

for Bones and Carcasses, butcher scrap and packing house refuse and for Dry or Wet Rendering. Leading Authority on Reduction Machinery for more than 40 years.

GRUENDLER BONE & CARCASS CRUSHERS are standard equipment in hundreds of packing and rendering plants. Makes the most uniform product, crushes finer, no clogging, very heavy and powerful construction with flexible hatchet-like hammers.

No chance for breakage due to foreign material getting into same. The best crusher that money can buy.

RECENT USERS—White Provision Co., Atlanta, Ga.; H. L. Handy Co., Springfield, Mass.; Danby Packing Co., Buffalo, N. Y.; Elliot & Co., Duluth, Minn.; Kroger Grocery & Baking Co., Cincinnati, Ohio; H. K. Webster Co., Lawrence, Mass.; Blayney-Murphy Co., Denver, Colo.; Arabi Packing Co., Arabi, La.; Eckert Packing Co., Henderson, Ky.; Pittsburgh Pkg. & Prov. Co., Pittsburgh, Pa.; James C. Sandy, Callan, Ireland.

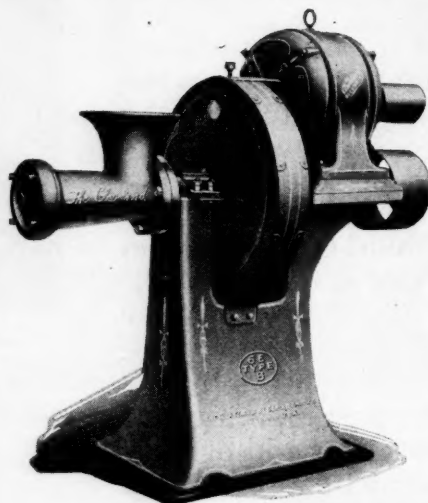
Write for details and prices

### GRUENDLER PATENT CRUSHER & PULV. CO.

Established 1885

932 N. Main Street, St. Louis, Mo.

OTHER OFFICES Chicago El Paso Louisville Minneapolis Indianapolis Cincinnati Los Angeles Philadelphia Pittsburgh San Francisco New York Birmingham



## Reliability

YOU will find in this model the same sturdy performance as with our larger machines. The users of a No. 6E-Type-B Cleveland KLEEN-KUT have always been pleased with their installation and acknowledge, with its many features, that it is the best profit producer for them.

Its economical use is the result of its low installation and maintenance expense for the sausage room.

Meat cutting capacity, 1500 pounds per hour.

**The Cleveland Kleen-Kut Mfg. Co., Cleveland, Ohio**



## The UNITED STATES CAN Co. CINCINNATI

Manufacturers of  
Lithographed Lard  
Pails, Cans and Sheet  
Iron Lard Drums

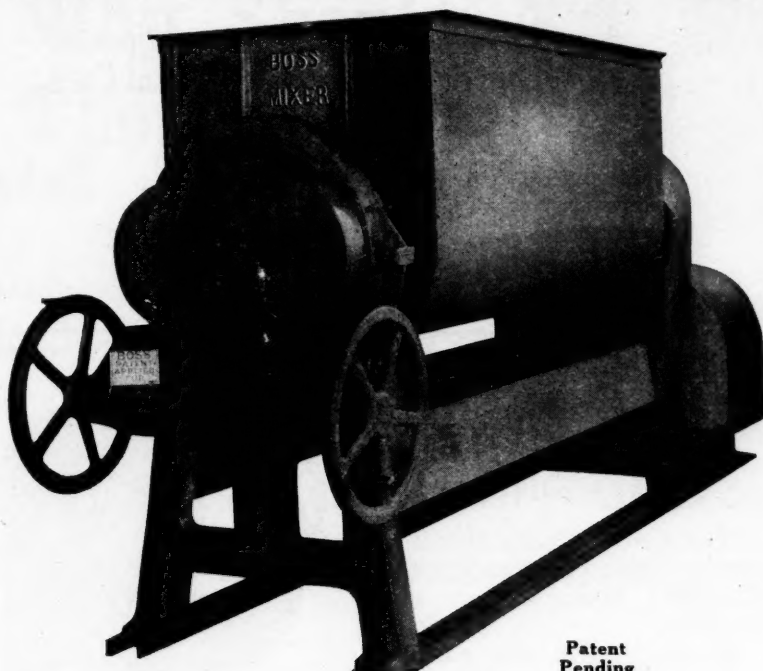
Our customers are  
our best advertise-  
ment

We originate and  
design labels that will  
sell your goods

Write us for complete information

# New "BOSS" Meat Mixer

Dumps Both Ways  
Capacity 2200 lbs.



Patent  
Pending

## LARGE "BOSS" MIXERS

save time and labor. They mix the meat from several cutter bowls at one time, thereby also producing more uniform batches of sausages.

## "BOSS" Hand Shaped Wings

work and mix the finely cut meat until every meat fiber has absorbed all the moisture and filler it can possibly hold. This produces the profitable, high grade sausages, juicy and palatable, the delight of all who eat them.

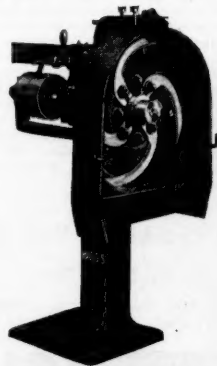
"BOSS" MIXERS, capacities: 100, 175, 250, 400, 700, 1,000, 1,500, 2,200 lbs.

## Bottom Discharge "BOSS" MEAT MIXERS Dump Style

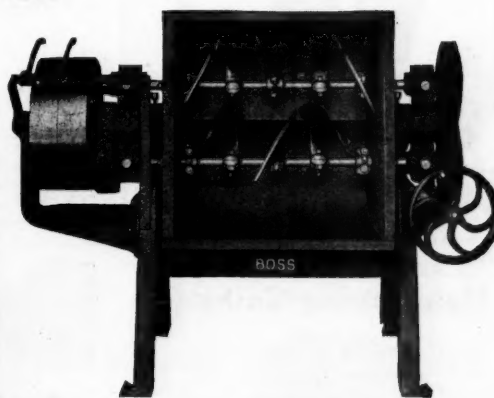
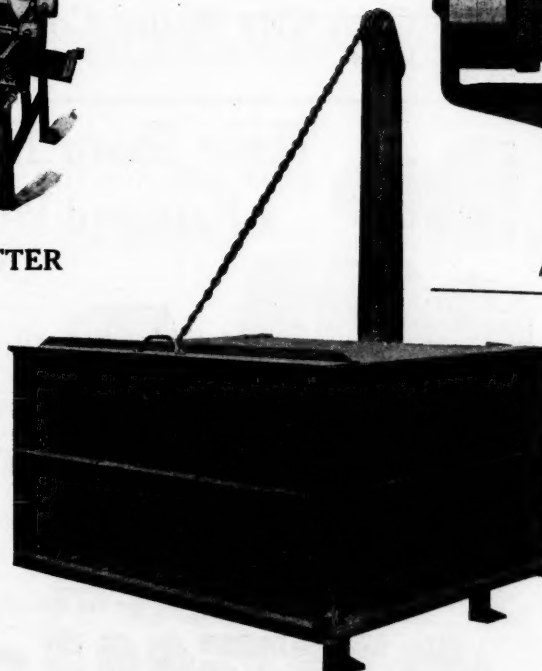
Thousands in Use



"BOSS" FAT CUTTER



Continuous Feeding



Everlasting "BOSS"  
Cast Iron Sausage and  
Meat Cooking Boxes  
60 in. x 42 in. x 29 in.

"BOSS" Meat Trimming  
and Stuffing Tables

"BOSS" Smoke House  
Doors, Grates, Cages

"BOSS" Sausage  
Troughs and Trucks

## THE CINCINNATI BUTCHERS' SUPPLY CO.

3907-11 S. Halsted St.  
CHICAGO BRANCH

Killing  
Outfits

Manufacturers  
"BOSS" Machines

Sausage  
Outfits

Factory and Main Office  
1972-2008 Central Ave. CINCINNATI, OHIO





Galvanized Sheet Steel Car

**L. O. KOVEN & BROTHER**

154 Ogden Avenue Jersey City, N. J.

**Manufacturers of Special  
Steel or Monel Metal Cars**

Also

**Tanks Tables Sinks  
Chutes Flues**  
and other sheet metal specialties**STOKERS****Builders of Mechanical Stokers  
for 36 years****Sales and Service Offices  
in All Principal Cities**

Address Nearest Office

Westinghouse Electric & Mfg. Co.  
Bo. Philadelphia Works, Philadelphia, Pa.**Westinghouse****Standard 1500-lb.  
Ham Curing Casks**

Write for Prices and Delivery

**Bott Bros. Mfg. Co. WARSAW, ILLINOIS****SCRAP  
PRESS**

60 to 900 Tons

At the top in Quality  
At the Bottom in Price  
Ask us about themDunning & Boschert Press Co., Inc.  
382 West Water St., Syracuse, N.Y., U.S.A.  
Established 1872**Do Away With Flue  
Troubles**The Gem Flueless Boiler is  
just the thing for the Packer,  
Sausage Manufacturer and  
Butcher.It cuts down the cost of  
repairs.It has little or nothing that can get out  
of order.It develops steam quickly and eco-  
nomically.

BUILT IN

1½ to 30 H. P. Sizes

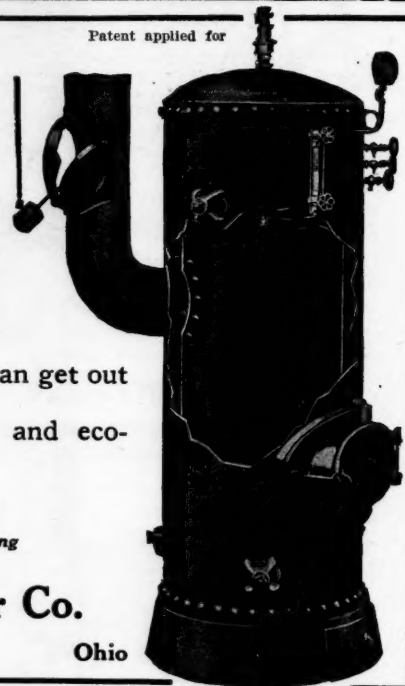
Send for Bulletin 624 describing  
this Flueless Boiler**The Gem City Boiler Co.**

Dayton

Established 1895

Ohio

Patent applied for

**These Sharp Hammers are  
a Patented Williams Feature**If you reduce green bones, tough sinewy  
meat, carcasses and entrails for dry ren-  
dering, you will recognize the advantages  
of a machine which will shred the tough  
material as well as crush the bone. Be-  
cause of the patented sharp hammers  
which shear through tough goods with  
less power, the "Mogul" has become the  
recognized unit for preparing dry render-  
ing material. Handles largest bones in  
the carcass, also meat cake. Six Swift  
plants also Wilson & Co. among users.  
Write for data.**Williams Patent Crusher & Pulv. Co.**

2708 N. 9th St., St. Louis, Mo.

Chicago 37 West Van Buren St. New York 15 Park Row San Francisco 415 5th Street

**Williams****PATENT CRUSHERS GRINDERS SHREDDERS**

If you are looking for help, refer to the Classified Advertisement page.

## Why Should Any Packer Lose Thousands of Dollars Yearly?

We have in successful operation two Berrigan Presses, in one of the most conservative (independent) packing houses in this country, turning out daily from 3,000 hogs, hundreds of pounds of prime steam lard that formerly went into white grease.

There is not another installation in this country that can compare with this from a sanitary standpoint.

**The Berrigan Press eliminates all of the objectionable conditions and odors of the tank house**

*There is no need for packing houses to make any radical change in their method of rendering to obtain these results*

The Allbright-Nell Company, Chicago,  
has the license to manufacture and sell  
these presses in the United States. For  
further information write them, or

### J. J. Berrigan & Son

7464 Greenview Ave.

Chicago, Illinois



## Here's a chopper that will reduce costs for you

The "Enterprise" No. 1166 chops 6,000 lbs. of beef per hour.

This machine is reducing operating and labor costs and speeding up production in up-to-date plants.

Has 15 h. p. motor for fast cutting.

Four of the famous "Enterprise" knives and plates furnished with each machine (including knife) and plate for cutting fat.

The distance from ring to floor is 26½ in. Cylinder furnished with steam jacket, if desired for cutting fat.

It will pay you to get an improved "Enterprise" Chopper.

Send for chopper catalog illustrating and describing the "Enterprise" line. 72 sizes and styles — for every use.

THE ENTERPRISE MFG. CO., OF PA., Philadelphia, U. S. A.



## Vats and Tanks

FOR USE IN MEAT PACKING AND ALLIED INDUSTRIES

We are in position to furnish all sizes Tanks and Vats for cooking, curing, soaking, chilling, and various other uses. Furnished in either Cypress or Fir.

Prompt delivery assured.

**KALAMAZOO  
TANK & SILO CO.**

Kalamazoo, Michigan  
Tank Builders Since 1867

## Lard Cans and Drums

Plain and Lithographed

**Quality and Service**

Send Us Your Inquiry

**Enterprise Stamping Co.**

McKee's Rock, Pa.

## Write us for information and prices on

H. & H. Electric Back Fat Splitter

United Improved Sausage Molds

H. & H. Electric Scribe Saw

Calvert Bacon Skinner

Adelmann Ham Boilers

Jelly Tongue Pans

Maple Skewers

Knitted Bags

Beef Calf

Sheep Ham

**Best & Donovan**

332 South Michigan Blvd.  
Chicago, Ill.

## What You've Been Waiting for!



Delivery  
Basket

Made of 22 gauge galvanized steel all in one piece reinforced around the top with ¼ steel rod welded at the ends with 1x1½ angle iron on bottom.



Cutting Room  
Container

20 gauge galvanized steel. Stock sizes 15" diameter 12" high. 18" diameter 13" high. Can be furnished in any size to meet your requirements.

**Refillable,  
Returnable,  
Galvanized  
Steel  
Container**

### SIZES

50 gal. Pressed Cover  
30 gal. Pressed Cover  
18 gauge Steel

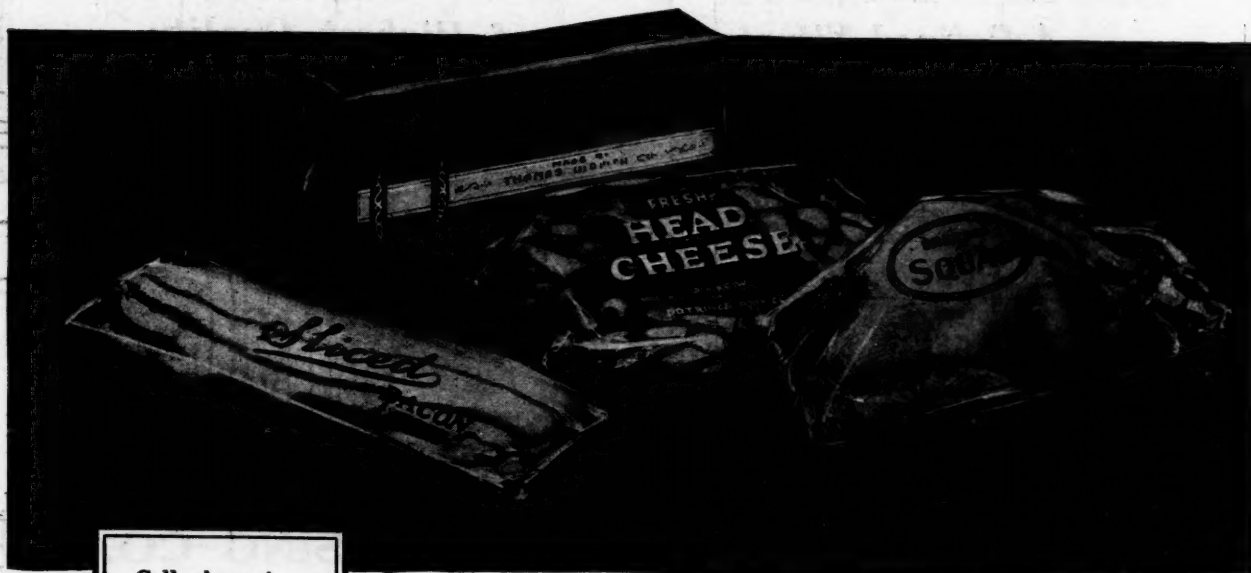
Circular and prices on application.

**Dubuque  
Steel  
Products  
Co.**

Sheet Metal Dept.  
of  
**Kretschmer  
Mfg. Co.**  
Dubuque, Ia.



# They buy it because they see it



Cellophane is a new and unusual wrapping material of absolute transparency; strong, durable and impervious to grease or dirt.

Meat is good to look at. Wrap it in sanitary, transparent Cellophane, and it will sell because of its appetizing, clean appearance.

Bacon, sausages, sliced meats, and fancy provisions take on a new quality appeal when displayed in Cellophane. Not only that; you may print your trade-mark on Cellophane, so that it goes wherever your product does—in however small a unit.

Being absolutely grease-proof, Cellophane eliminates contamination and insures against spoilage. That is why dealers can safely choose it for their windows.

Let us send you samples of Cellophane. Or let us wrap some of your products in it, so you may see for yourself.

**DU PONT CELLOPHANE CO., Inc.**

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*Plant and Executive Offices:* Buffalo, New York

*Canadian Agents:*

WM. B. STEWART & SONS

64 Wellington St., W., Toronto, Canada





Immediate Deliveries from  
New York or New Orleans  
Chicago or Baltimore

Complies with all  
Government Regulations

*A Refined Nitrate of Soda of Highest Quality*

NITRATE AGENCIES CO.  
104 Pearl St., NEW YORK CITY

The Most Efficient  
Meat Curing Agent

Sole Selling Agents for  
W. R. GRACE & CO.  
NEW YORK, N. Y.

# SAUSAGE CASINGS

## THE BRECHT COMPANY

ST. LOUIS      NEW YORK      BUENOS AIRES      HAMBURG



CASINGS PRODUCE CO., Inc.  
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TEL. BROAD 3589

*Cleaners and Importers Sheep  
and Hog Casings.*

E. E. SCHWITZKE, Pres.

### J. H. BERG CASING CO.

Importers      Sausage Casings      Exporters  
946 W. 33rd St.      Chicago, Ill.

### AUSTRALIAN Sheep and Beef CASINGS BRITISH CASING CO.

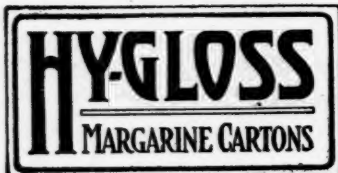
Ask for firm  
offers

Casing Cleaners and Dried Gut Manufacturers  
Sydney, Australia

Brokers:  
E. G. James Co.  
140 W. Van Buren St.  
Chicago  
Phone Harrison 9066

### Thomson & Taylor Company

Recleaned Whole and Ground  
Spices for Meat Packers  
CHICAGO, ILLINOIS

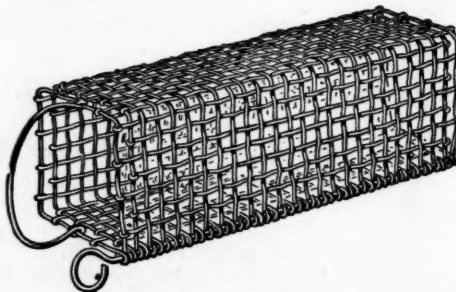


### Protect the Product

HY-GLOSS Paraffining Process is unexcelled, is used by the leading Oleo Manufacturers of the country and attracts the attention of the discriminating buyer.

NATIONAL  
Carton Company  
JOLIET, ILL.

### Increase Your Sausage Sales



The Perfection Sausage Mold

Packers tell us that Perfection Sausage Molds have doubled and trebled their sales on minced hams and other sausages. Molds sausage into square uniform shape that is easily and uniformly sliced—pay their original cost in time and labor saved in cooking, smoking and cooling.

Write for our new booklet which tells the story completely. Also samples and prices.

Sausage Mold Corp.  
INCORPORATED

918 East Main Street,  
Louisville, Kentucky



The Product

## What do you do with your old aluminum Ham Boilers?



Many packers do not realize the value of the old aluminum Ham Boilers lying idle in their plants.

This value can be utilized by taking advantage of our exchange plan for new oval or square Ham Boilers.

As the season is fast approaching, ascertain what you have for exchange and let us know what you need.

### **Ham Boiler Corporation**

**1762 Westchester Ave.**

**New York City**

**Factory, Port Chester, N. Y.**



# **BORCHMANN & STOFFREGEN Sausage Casings**

546 West 40th Street  
New York - N. Y.

Sheep Casings  
Hog Casings  
Beef Casings

California By-Products Co.

IMPORTERS EXPORTERS

Main Office Eastern Branch  
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SAN FRANCISCO NEW YORK

# **INTERNATIONAL RAW MATERIAL CORP.**

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# **J. LANG**

18-20 Gansevoort Street,  
NEW YORK CITY

Buyers at all times of RINGS  
also  
HANKS of SHEEP CASINGS for  
Selecting Purposes

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# **THE AMERICAN CASING CO.**

Importers and Exporters

**SAUSAGE CASINGS and SPICES**

401-3 East 68th St. New York City

NEW YORK BUTCHERS' SUPPLY CO., Inc.  
**SAUSAGE CASINGS AND  
SUPPLIES**

513 Hudson St., NEW YORK, N. Y.

PHONE LEXINGTON 4214

**Schweisheimer & Fellerman**  
IMPORTERS and EXPORTERS OF  
**Sausage Casings**

Selected Hog Casings a Specialty  
Ave. A, cor. 18th St. NEW YORK, N. Y.

# **Los Angeles Casing Co.**

714-16-18 Ducommun Street  
LOS ANGELES, CALIFORNIA

**Sausage Casings & Supplies**  
Tennis and Musical Strings

# **BECHSTEIN & CO.**

**SAUSAGE CASINGS**

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LONDON: 5 St. Johns St., Smithfield, E. C.

NEW YORK: 50 WATER STREET  
Telephone No. 1251 Broad

# **OPPENHEIMER CASING CO.**

Importers and Exporters of

**SAUSAGE CASINGS**

CHICAGO, U. S. A.

New York  
London  
Hamburg

Toronto  
Wellington  
Buenos Aires  
Tientsin

# **M. BRAND & SONS**

**SAUSAGE CASINGS**

FIRST AVE. AND 49th ST.

NEW YORK

# **S. OPPENHEIMER & CO.**

**Sausage Casings**

Chicago, 2700 Wabash Ave.  
Hamburg 8—Luisenhof

London, 47 St. John St., Smithfield  
73 Bouicott St., Wellington

96-100 Pearl St., New York

# **EARLY & MOOR, Inc.**

Importers **SAUSAGE CASINGS**

139 Blackstone Street

Exporters  
Boston, Mass.

# **M. ETTLINGER & CO., Inc.**

Importers, Exporters and Cleaners of Sausage Casings. A large  
stock of all kinds of casings constantly on hand

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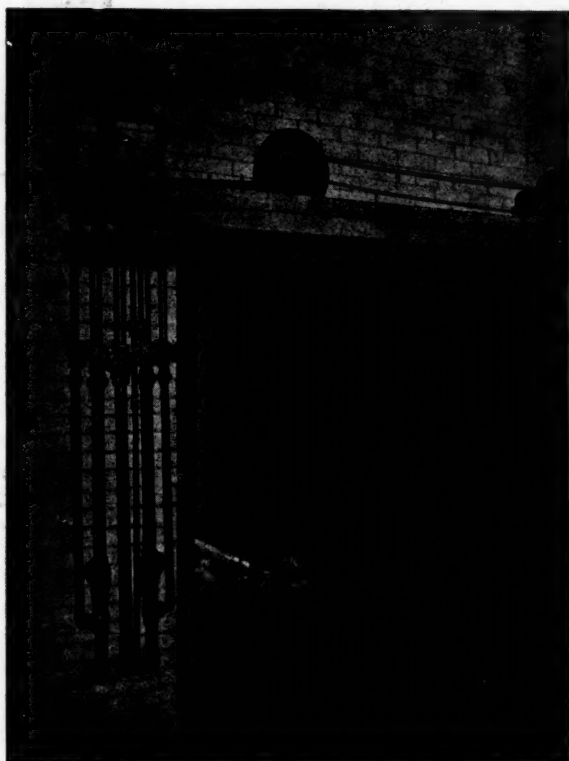


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To get large sales, your Mr. Quality should have the assistance  
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added (as the circus man says),

"This one feature alone is worth the full price of admission."

"Say, Ridgway," cried he, "don't make me laff. I got a split lip!"

And then right in the week before Christmas the New York newspapers tell us

THE GREASE AND DUST IN THE ELEVATOR HATCH OF THE  
GREAT WOOLWORTH BUILDING WAS SET ON FIRE BY THE  
ELECTRIC SPARK.

And old "Split Lip" is not laffin' as much as he was!

Of course small damage aside from smoke and burnt grease was done  
in the great Woolworth Building.

BUT SUPPOSE IT HAD BEEN IN YOUR FACTORY!

Panic among the employes trapped in upper floors.

And a flash of flame through the combustible in the mill.

And another "MYSTERIOUS FIRE" which "started near the elevator."

THE BIGGEST AND BEST CONCERNS IN THE LAND AVOID  
THIS FIRE HAZARD

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**Craig Ridgway & Sons Co.**

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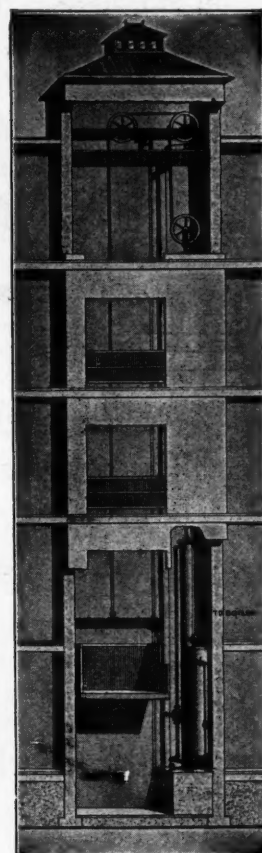
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Double Geared



Direct Acting



## Do you use refrigeration?

Read the answer  
to this question



DE COURSEY CREAMERY CO.  
MANUFACTURERS OF  
Perfection Ice Cream  
White Rose Butter



KANSAS CITY, U.S.A.

January 25, 1924.

Mr. B. A. Hill,  
Chicago, Illinois.

Dear Sir:

We have recently installed one of your Non-Condensable gas separators, and wish to take this opportunity to express to you our appreciation of the great results this machine has performed. It has reduced our high pressure about thirty five pounds. This alone we consider very wonderful.

We therefore have no hesitancy in recommending it, and feel that it is a very valuable addition to our plant.

Very sincerely yours,

CHIEF ENGINEER.

*D. L. Penn*

## What is a Non-Condensable Gas Separator?

It is an apparatus that takes all objectionable gases out of the refrigerating system, and purges the ammonia tank while the machinery is in operation.

It reduces ammonia, repair, fuel and packing costs, as well as operating hazards.

The pressure is cut down materially and the refrigerating capacity is increased.

Simple construction enables the man in charge to tell at a glance whether or not any non-condensable gases remain in the system.

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Monadnock Bldg., Chicago., Ill.

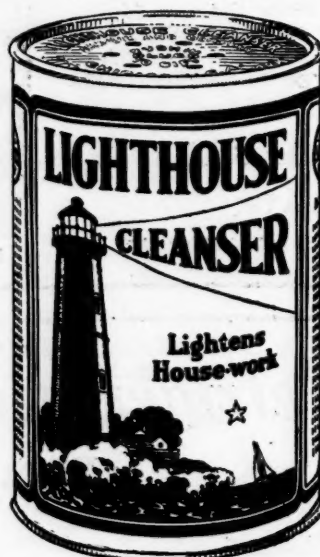
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It is more economical, when used by industrial concerns, to buy Lighthouse Cleanser by the barrel, or in pails or kegs. For individual use, we recommend the smaller packages.

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Department of Laundry Soap  
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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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No. 9

## *Weighing in the Meat Plant*

### **One Point Where Dangerous Leaks May Occur if Work is Not Done Right and With Proper Equipment**

#### **II—The Scales**

Packers, sausage makers and meat manufacturers in all lines are very busy men.

Because of this they are apt to center their attention on certain details of their business and to overlook others.

Some of the things they overlook mean a lot to them in the profit and loss statement.

If a meat man has installed good scales, he is apt to think that settles his weighing problems.

Does it?

[Read the first article in this series on "Weighing," which appeared in THE NATIONAL PROVISIONER of January 17, 1925. It brought to your attention THE MEN WHO DO THE WEIGHING.]

There are two sides to the question of scales and scalers. One is the scalers themselves, the other is the scales they work with.

Either one—or both—of these factors can cause big losses in the meat plant.

The dangerous thing about it is the fact that the losses themselves are slight. But when multiplied by the vast number of times scales are used in the meat plant, they mount into almost unbelievable sums.

You can do much to build up your force of scalers. They should be high-grade employees, thoroughly trained, comfortably housed and made to feel that they are direct representatives of the plant executive. For such they are, in that they have a large part in controlling profits or losses for his company.

#### **Right Scales in Right Place**

Scalers, however, no matter how intelligent, cannot work effectively without carefully-selected and installed scales.

Choose your scales with regard to the job they will have to do. Do not buy a 500-lb. capacity scale when the loads

will not exceed 300 lbs. The heavier scales must sacrifice something in sensibility to get increased strength.

A variation of one-half pound on a 100-lb. load amounts to one-half of one per cent. If this amount gross is taken from the net profit, say 3 per cent, it equals over 16 per cent of the net profit. Get scales to fit their jobs, divided into small divisions.

Teach your help not to abuse scales. Impress upon them the damage that results when a heavy box is tipped over and dropped on the scale, instead of being rolled carefully on it.

They should be watched and inspected by the engineering department. Locate them where no traffic will pass over them, except that to be weighed.

An important item to watch is the methods used in tare weighing boxes, barrels, tubs, etc.

In the case of ordinary packages of pork loins, smoked meats, lard tubs, etc., a 25-lb. capacity scale with one ounce divisions will work much better than a larger one with larger divisions.

### **How About Your Scales?**

In your efforts to overcome leaks and wastes in your packing plant, do you watch your scales?

They may be costing you a lot of money!

The errors they make may be small, but when they are multiplied by the vast number of times scales are used in the plant, they mount into big money.

**The only combination that will produce good results in weighing is a good scale and a good scaler!**

Read this article on this important subject.

An error of even one ounce per package may amount to giving away 1,000 ounces a day—or 62 lbs. Can you afford this?

Build up the personnel of your scale force. Be sure your scales are in perfect condition, and there will be fewer hidden leaks of profits in your plant.

The following article, the second in a series written for THE NATIONAL PROVISIONER by a well-known mechanical expert, goes into the question of scales. In the first article in the issue of January 17 he told how to increase the efficiency of the men who do the weighing.

### **Scales and Scalers Control the Profits**

**By F. S. Hebden**

Regarding scales, it is obvious that they must be of good quality, and must be kept in good condition. The very best scaler cannot do good work on a poor scale, any more than a poor scaler can do good work on a good scale.

**Thus a good scale and a good scaler make the only good combination.**

Fortunately, scales are purely mechanical, and if made from good materials and installed by reliable mechanics, it is fair to expect satisfactory work. This makes the scale factor much easier to handle than is the case with scalers.

#### **Select for Work They Have to Do.**

Most scale manufacturers have reached such a high degree of precision in their products that it is difficult to choose between them as regards quality. In selecting them for various duties, the most difficult problem is to determine the type and capacity of scale that will prove most efficient for the work in hand, all surrounding conditions considered.

While scales should be of adequate strength and capacity, it is unwise to install a scale of (for example) 500 lbs. ca-



capacity where the loads will not exceed 300 lbs.

In some locations this fine line need not be drawn. But in many locations, where scales are weighing high-priced merchandise, the finer sensibility afforded by the smaller scale will give much closer and, therefore, more accurate weights.

In commercial scales the construction of the higher capacity scales, made necessary by the increased strength required, causes the sacrifice of some of its sensibility.

#### How Profits are Lost.

A 500 lb. scale with half-pound divisions, weighing loads of goods selling at 15c per pound in 100 to 300 lb. lots, might

easily cause a great loss on account of the broad divisions.

A half-pound variation in a 100 lb. load amounts to one-half of one per cent. If this one-half of one per cent gross is taken from the net profit, which may be 3 per cent, it equals over 16 per cent of the net profit!

Whatever is lost at the scale gross, is lost net from the profit. In such a location as suggested, a 300 lb. scale with quarter-pound divisions would give much closer and more profitable results.

Scale manufacturers are required to show divisions on the beams or charts of their scales which have a definite relation to the sensibility of the scale. When

a scale beam or chart is graduated to half-pound divisions, it is indicated that the manufacturer does not intend that the scale shall be used to weigh to any finer extent, as one-half pound is the declared commercial sensibility of the scale.

Therefore, while it is impossible to lay a hard and fast rule, there being so many special conditions, it is wise to select scales of a minimum capacity, especially where the extent of the maximum load is known.

#### Don't Buy Scales Too Big.

It is often the habit in purchasing to purposely select scales of a much higher capacity than the work actually requires.

(Continued on page 42.)

## SHORT FORM HOG TEST

Columns headed PRICE and AMOUNT are figured from product prices in "The National Provisioner Daily Market Service" of February 26, representing actual transactions, Chicago, that date.

Product—	160 to 180 lbs.				180 to 220 lbs.				225 to 250 lbs.			
	Avg.	Percent	Price.	Amount.	Avg.	Percent	Price.	Amount.	Avg.	Percent	Price.	Amount.
Reg. Hams .....	10/12	13.85	.19½	\$2.70	14/16	13.75	.20	\$2.75	14/18	13.50	.20¾	\$2.80
Picnics .....	4/5	5.40	.12¾	.66	5/7	5.50	.12¾	.67	6/8	5.50	.12¾	.67
Boston Butts .....		4.00	.16¾	.67		4.00	.16¾	.67		4.00	.16¾	.67
Pork Loins .....	6/8	9.30	.21	1.95	8/10	9.00	.20	1.80	10/14	8.50	.18½	1.57
S. P. Bellies .....	8/10	12.00	.23½	2.82	8/14	11.00	.23½	2.59	12/16	5.50	.21¾	1.20
D. S. Bellies .....									16/20	6.00	.18¾	1.13
Fat Backs .....									8/12	5.00	.12¾	.62
Plates and jowls...		1.75	.12¾	.22		2.00	.12¾	.25		2.00	.12¾	.25
Raw leaf .....		1.75	.14½	.25		2.00	.14½	.29		2.50	.14½	.36
P. S. lard, rend. wt.		12.00	.1545	1.85		14.50	.1545	2.24		13.00	.1545	2.01
Spare ribs .....		1.15	.12	.14		1.00	.12	.12		1.00	.12	.12
Lean trimmings ..		1.60	.11¾	.19		1.50	.11¾	.18		1.50	.11¾	.18
Rough feet .....		1.60	.01¾	.03		1.25	.01¾	.02		1.25	.01¾	.02
Tails .....		0.15	.10	.02		0.10	.10	.01		0.10	.10	.01
Neck bones .....		0.80	.03½	.03		0.65	.03½	.02		0.65	.03½	.02
Total cutting yield.		65.35				66.25				70.00		
Total cutting value (100 lbs. live wt., Chicago)				\$11.53*				\$11.61*				\$11.63*

\* Selling expenses (including brokerage, car icing, freights, etc.) should be deducted before figuring below.

Here's where you do your figuring, Mr. Packer:

TOTAL CUTTING VALUE (from above) .....	_____	_____	_____
Add your edible and inedible killing offal value .....	_____	_____	_____
TOTAL GROSS CUTTING VALUE..	_____	_____	_____
Then find your total EXPENSE†			
Buying, driving, labor, refrigeration, power, repairs and plant overhead...	_____	_____	_____
Killing condemnations and death losses in transit (say 1½ per cent of live cost) .....	_____	_____	_____
TOTAL EXPENSE .....	_____	_____	_____
Deduct TOTAL EXPENSE from TOTAL GROSS CUTTING VALUE to get TOTAL NET CUTTING VALUE..	_____	_____	_____
Your hogs cost you alive per 100 lbs.....	_____	_____	_____
Add freight, bedding, etc., if any.....	_____	_____	_____
TOTAL LIVE COST per 100 lbs...	_____	_____	_____
Deduct TOTAL LIVE COST from TOTAL NET CUTTING VALUE to get loss or profit per 100 lbs.	_____	_____	_____
Profit or loss per cwt.....	_____	_____	_____
Profit or loss per hog.....	_____	_____	_____

† Don't forget this item. It is a mistake to figure that offal and miscellaneous credits cover expense!

## Do You Know How Your Hogs Are Cutting Out This Week?

The apparent decrease in receipts of live hogs, accompanied by an increase in hoof price, makes it more necessary than ever that packers know from day to day how they are coming out.

Live hogs at Chicago during the present week reached the highest price since the late months of 1920.

**Blind buying of hogs at market prices**—without an idea of just how they will cut out—is a very dangerous habit.

Prices of some products are moving up rapidly. However, this is not true of all products, and **packers can hardly expect one or two major products to carry their costs and show margins as well.**

Taking a chance, in the hope that the results over a given period will show a profit, is not good business. Speculation as a substitute for merchandising is risky.

### Figure Hog Test Every Day

Don't let a day pass without working out a "Short Form Hog Test." It will

take only a few minutes, and it can be done by any clerk after the main figures are supplied.

First, find your total cutting value.

[Selling expense should be deducted on each item separately before total cutting value is figured. See explanatory notes on "Pricing."]

Second, find your total expense. Everything you pay out can be included in expense—the cost of your live hogs, and any other expense in connection with them up to the time they come on the killing floor. Add to this all plant costs, including condemnations.

Third, deduct your total expenses from your total gross cutting value. The result should be your profit or loss, per 100 pounds live hog.

Only by having this information in front of you can you do business intelligently. Don't try to fool yourself.

If you are losing money, you want to know it. You can't keep it up indefinitely, or the pawnbroker will get you!

### Figure Out Your Expenses

Each packer must find out for him-

self what his expense is. He must take a little time and figure this out—what it costs to kill his hogs per 100 pounds, and how much it costs to sell the product per 100 pounds of hog.

No one can find this out for you, Mr. Packer. It is your job because your costs are different from those of every other packer. Perhaps it costs you more to kill your hogs. Perhaps you make your saving on your selling expense. At any rate, you should know what it does cost you.

On page 20 is a "Short Form Hog Test," with the cutting value worked out on three different averages of hogs, based on the sale price of product in Chicago, as shown in THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE of February 26, 1925.

**[EDITOR'S NOTE.]**—Comments are invited from packers, giving their experience in working out the "Short Form Hog Test." THE NATIONAL PROVISIONER will be glad to render assistance in any difficulties they may meet with in doing this.]

*See opposite page for Cutting Test worked out on Thursday's prices.*

### Explanatory Notes

The Short Form Hog Test is not intended to displace the Long Form or detailed actual test, which should be gotten out regularly, or at least at frequent intervals, to serve as a check on the Short Form.

The advantage of the Short Form is that it permits a packer in a few minutes' time to determine how his hogs are breaking out at any time.

It will be found that, with a little practice in "tuning up" with his regular test, a packer will be able to come very close to actual operations with the Short Form.

As a practical operating report it is invaluable.

### PRICING.

**Fresh Meat Products** such as Pork Loins, Skinned Shoulders, Boston Butts, Trimmings, Neck Bones and Tails should be priced at the prevailing market, less the cost of packing and packages, and less the selling and delivery expense (including freight, if any) which each particular packer encounters in the selling of his product.

This will vary considerably, depending upon the type of service rendered, and care must be exercised that these expenses are not underestimated.

**Green Hams, Picnics, Bellies** should be priced at the bid price for carload lots, f.o.b. Chicago, less freight to Chicago (if a Western plant); brokerage and natural shrinkage occurring in the accumulating of green carlots; also less the cost of loading into cars and plant icing of the car.

The total of these charges (excepting freight) is from  $\frac{3}{4}$  to  $\frac{1}{2}$ c per pound; so that if the bid price on Green Hams, 14/16 average, f.o.b. Chicago, was 15 $\frac{1}{2}$ c, the net value of the produce at the time of cutting would be from 15 to 15 $\frac{1}{4}$ c.

The proper deduction should be determined by each packer by test.

**Pricing Other Goods**—As a rule there is

no current green carload market price on Dry Salt Bellies, Fat Backs, Plates and Jowls. To arrive at the green value of these products, the freight to Chicago (if a Western plant) the curing expense, including shrinkage in cure, must be deducted from the current carload bid price on the CURED product, f.o.b. Chicago.

The curing expense, including shrinkage, will vary from  $\frac{1}{4}$  to  $\frac{1}{2}$ c per pound, depending upon the volume handled through the cellars.

**Lard** is priced at the current net carload bid price, less brokerage or selling expense, and freight to Chicago (if a Western plant). In case of Eastern plants freight from Chicago should be added to f.o.b. Chicago price.

### SUMMER AND FALL PRICE.

While these are the general rules for pricing the daily cut-out value of hogs, it is unsafe to price on this basis during the late summer and early fall months on product going into cure, which would almost invariably come out of cure on lower markets.

At such periods the current market must necessarily be discounted, otherwise heavy losses will inevitably be sustained when the product is ready for shipment.

### YIELD PERCENTAGES.

Yields shown on the test are AVERAGE yields.

During the spring and summer months, however, a liberal proportion of green or unfinished hogs are received by most packers. These hogs will yield probably two to three per cent less than well-finished hogs.

Each packer must take into consideration this decrease in yield when he sees that he is encountering it.

The same applies to early fall hogs, or hogs fed on new corn.

### EDIBLE KILLING OFFAL.

This includes Heart, Liver, Stomach, Kidneys, Weasand Meat, Giblet Meat, Tongue, Snouts, Cheek Meat, Brains and Ears.

The value of this product per cwt. of live hogs must be obtained periodically, by weighing the total production of these

products in a day's kill, pricing them at the net market value, and then dividing by the live weight of hogs from which obtained.

This will give the proper credit per cwt. alive to go in the amount column.

This credit should be rechecked at least once every two weeks.

### INEDIBLE KILLING OFFAL.

This caption includes Casings, Greases, Dry Tankage and Hair. The value of these products per cwt. is obtained by dividing the net value of the production over a given period by the live weight of the hogs from which they were produced. This credit should be rechecked at least once a month.

### HOG COST PER CWT. ALIVE.

In case the hogs are bought in outside markets, freight, bedding and buying charges must be added. No penalty is to be added for shrinkage, however, because it is presumed that the live weight upon which the hogs were bought is used in figuring them.

### EXPENSES.

This caption includes all operating costs incurred by the Hog Department, including buying, driving, direct and indirect labor incident to the hogs, and proper charges for refrigeration, power, repairs, and factory overhead.

Selling expenses and general administrative expenses are not included, since they constitute a deduction from the selling price.

It is of the utmost importance that these operating charges be closely watched and adjusted at the beginning of every period, so as to conform as closely as possible to actual performance, taking into consideration during each period the change in volume.

The most feasible plan is to determine as closely as possible, on the basis of past experience, the current cost per cwt. taking into consideration the estimated kill for the current period, rather than to apply the expense figures of the previous period to the present period, which may have a totally different volume.



## Institute Adds New Educational Department

To make it possible for employees of member companies situated outside of Chicago to enjoy the benefits of evening classes in meat packing subjects, the Institute of American Meat Packers has obtained Ralph H. Hess as director of its Department of Industrial Education. This appointment has just been announced by Oscar G. Mayer, President of the Institute. Mr. Hess came to the Institute on February 16.

This is the third announcement by the Institute in recent weeks of important additions to its staff and is an important factor in the Institute's program of additional service to its membership. The other two new departments recently announced are Traffic and Purchasing Practice.

### Served on Army General Staff.

Mr. Hess has been closely associated with important world economic problems and has rendered important service in this field. In 1917 he joined the army and went to Washington as Assistant to the Quartermaster General. Shortly afterward he became an officer of the General Staff in France in charge of requisitions, statistics and accounts of the Quartermaster's Service, which handled 80 per cent of the army's supplies.

After two years with the A.E.F., he became financial advisor to the Army of Occupation in Germany and organized the system of accounts which has been adopted by all the Allied Armies of Occupation for calculating the charge which Germany must pay for the support of the military occupation.

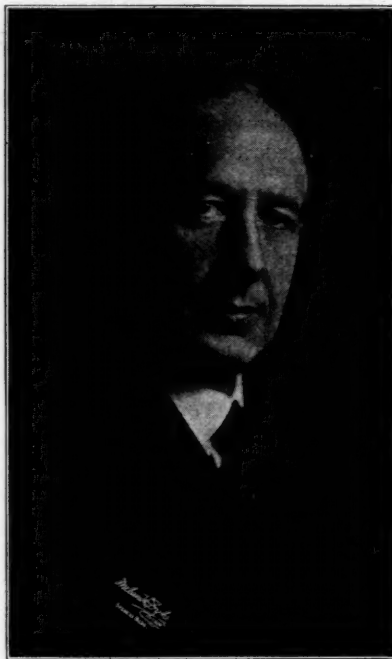
At the request of the State Department, Mr. Hess joined the American Delegation at the International Economic Conference at Brussels in 1920 and later became a member of the Finance Board of the Reparation Commission in Paris.

### Studied German Food Needs.

While on this board he was called upon to make a valuation of the German railroads and mines in China and to assist with the valuation of the Saar coal mines in Germany and of the German interests in the Bagdad Railway.

Before returning to the United States a few months ago, Mr. Hess made a survey of food requirements and supplies in Germany as the basis of a report on this subject which he prepared for the United States Department of Agriculture.

Mr. Hess also has had long and successful experience in educational work and is a well-known authority on the application of economic principles to business



**RALPH H. HESS.**  
New Director of the Department of Industrial Education, Institute of American Meat Packers.

practice. He was Professor of Transportation and Public Utilities at the University of Wisconsin just prior to coming to the Institute.

Beginning life and work on an Ohio farm, Mr. Hess went to the cow country of Colorado. Later he abandoned the saddle for the pursuit of academic distinction.

He taught in public schools, received training in engineering, and became a teacher of mathematics and statistics. He received the Ph.D. degree in economics and political science from the University of Wisconsin.

He then went to the University of Minnesota as Professor of Economics, and later returned to the University of Wisconsin.

### Active in Educational Work.

During recent years, Mr. Hess has constantly been active in the development of applied economics. He organized the first evening classes held for business men at the University of Minnesota.

In the extension division of the University of Wisconsin, Mr. Hess prepared and conducted the University's initial classes in economics, including such subjects as banking, transportation, and labor problems.

No announcement has been made by the Institute as to definite plans for establishing the evening classes in cities outside Chicago. Mr. Hess is making a survey of the possibilities in several cities.

### TRADE GLEANINGS.

J. Kough, Phillips, Wis., contemplates the erection of a sausage factory in Mosinee, Wis.

Oak City Guano Company, Bartow, Fla., plans to erect an addition to its fertilizer plant.

Louis H. Rettberg, Inc., Baltimore, Md., are having plans drawn for additions to their packing plant in that city.

Jones Packing Company has been incorporated in Macon, Ga., with a capital stock of \$12,500 by E. T. Park, J. R. Russell and others.

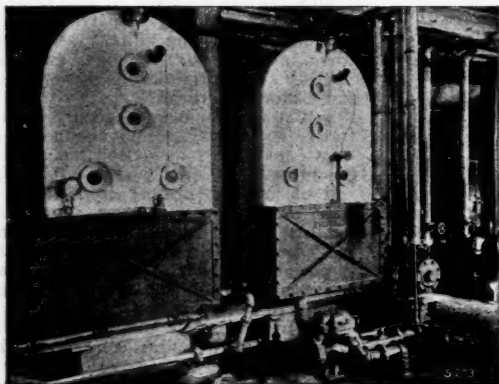
H. W. Larson, manager of the Helena Meat Company, Helena, Mont., has applied to the city council in that city for permission to erect an abattoir.

Consumers Fertilizer Company has been incorporated in Farmville, N. C., with a capital stock of \$50,000 by J. W. Holmes, Carroll R. Holmes and Emily W. Holmes.

Yuba Meat Company has been incorporated in Marysville, Calif., with a capital stock of \$200,000 by J. W. Walker, William Freeman, L. F. Pieratt, Raymond Webster and W. E. Davies. This incorporation is said to be the first step in the establishment of a cooperative meat packing concern, backed by local cattlemen.

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## THE NATIONAL PROVISIONER

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### Don't Guess—Figure!

According to the estimates of the De-  
partment of Agriculture hog producers  
enter 1925 with eighteen per cent fewer  
hogs than a year ago, and every indica-  
tion that prices during the next eighteen  
months will be higher than at any time  
since 1920. Any further reduction in hog  
production is advised against by the de-  
partment.

These statements are official, and are  
all that the packing industry has to rely  
upon to calculate the number of hogs  
available for slaughter during the year.

Decreases in runs are already appar-  
ent, but no marked shortage is in evi-  
dence. The winter packing season is  
well along, and storage stocks have been  
accumulating rapidly.

The shortage of hogs is likely to be  
most evident throughout the spring and  
summer months. Storage stocks, how-  
ever, can probably supplement any short-  
age in the day-to-day runs.

It is only logical to expect that as prices  
increase demand will slacken somewhat.  
Already the public has shown little dis-  
position to meet any considerable increase  
in product prices, and packers have been  
unable to realize the margins they have  
seemed willing to pay on live hogs.

The prospect of possible scarcity and  
higher hoof prices, coupled with steady  
product prices, makes the daily use of  
THE NATIONAL PROVISIONER'S "Short Form  
Hog Test" all the more essential.

Packers cannot afford to put off finding  
out where they stand until some day in  
the future. Find it out today. It will  
save money.

### Let the Public Decide

Margarine continues to be a thorn in  
the side of the butter industry. Instead  
of making a product that will compete in  
every way with margarine, or be superior  
to it, other tactics are used by the dairy  
interests to hamper its sale.

Bills have been introduced in some of  
the state legislatures designed to cripple  
the product in commerce or wipe it out  
of existence entirely. The dairy inter-  
ests lose sight of the fact that there are  
other industries in the same state with an  
equal right to existence, even though their  
products do enter into competition.

For instance, in some of the Southern  
States where cotton production is the  
major industry, effort is made to seriously  
hamper the sale of margarine in favor of  
butter. At the same time cotton oil en-  
ters into the manufacture of many kinds  
of margarine.

The effort of the best type of business

is to meet competition by placing on the  
market a product of superior quality and  
at a reasonable price. Where this is done  
it is not necessary to defame competitive  
products.

Everyone knows that first quality but-  
ter is a delicious wholesome food prod-  
uct. On the other hand, everyone knows  
that butter of the poorer grades is a  
most undesirable product.

Yet oleomargarine, a delicious, pure,  
nutritive product, should be driven from  
the trade, according to the dairy interests,  
and butter should be eaten regardless of  
its quality, purity or price.

If fair merchandising, publicity and con-  
tact practices are maintained, the public  
can readily decide this question for itself.

### Do You Answer Letters?

One of the commonest bad habits is  
procrastination—putting off doing some-  
thing until some other time.

This habit is no respecter of persons.  
It fixes itself on both young and old.  
But it is especially exasperating when you  
meet it in the business man.

One of its worst manifestations is in the  
common habit of failing to answer cor-  
respondence. Here are two questions for  
you, Mr. Reader:

*How many letters you write are answered?*

*How many letters do you fail to answer  
yourself?*

Check up for a few days on these two  
questions, and you will get a shock!

Out of 24 congratulatory letters written  
by a university head to students who had  
made fine records, not a single one was  
answered, either by written or spoken  
word. He says not 25 per cent of the let-  
ters he writes to fathers of students are  
ever acknowledged—and the few that are  
answered usually have been turned over  
to the mother.

Are we too busy to be polite?

Many of the most successful business  
men and politicians find that it pays to  
answer letters. Says one authority:

"There is no better business policy than  
to acknowledge every letter that one re-  
ceives—promptly, courteously and to the  
point.

"The time that professional and busi-  
ness men give to answering letters widens  
their influence and adds to their business  
efficiency.

"Men fail to answer letters from selfish-  
ness, carelessness, thoughtlessness, ignor-  
ance—almost never because they are too  
busy. **The busy man cannot afford to put  
off the duty—he answers right away!**"

Some of us find we have to use the  
questionnaire form of letter—where you  
just have to write a word in a blank space,  
or make an X mark—if we expect to get  
a reply.

Are you one of those who doesn't  
answer letters? Think it over!

# PRACTICAL POINTS FOR THE TRADE

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## Smoked Link Sausage

A provision dealer in the Middle West who makes sausage writes as follows:

Editor The National Provisioner:

Have you a recipe for bratwurst—old-fashioned smoked pork link sausage?

In making smoked link sausage some concerns prefer using a little beef with the pork to produce a little better color, but this depends entirely upon whether the inquirer is producing under Federal inspection. If so, he could not call such a sausage "pork" link sausage when beef is included in the formula, as it would be a misrepresentation. It could be called "Smoked Link Sausage," and the brand would be approved under that name.

In smoked link sausage the inquirer could use 80 per cent lean pork trimmings and 20 per cent of fresh boneless beef, ground and chopped the day previous, and held in the cooler overnight with just enough salt to carry, and 2 oz. saltpetre per cwt.

Following is a formula for smoked link sausage. We give this as follows, together with some general directions:

### Meats:

80 lbs. strictly fresh pork trimmings, 85 per cent lean and 15 per cent fat;  
20 lbs. fresh boneless beef.

### Seasoning:

2 lbs. 8 oz. salt

10 oz. ground white pepper

4 oz. granulated sugar

1 oz. ground nutmeg

½ oz. ground ginger

2 oz. nitrate of soda or saltpetre.

**Handling.**—Carefully inspect pork trimmings to see that they are strictly fresh.

And it is advisable to retrim, removing blood clots, gristle and hair. Be sure that pork trimmings carry the proportions of lean and fat as specified.

**Mixing.**—Grind pork trimmings through 5/32 in. plate of hasher. Boneless beef is to be ground through 7/64 in. plate of hasher. If you have a mixer that will accommodate 600 lbs. of meats, weigh same off in proper proportions, and put in mixer, adding spices and not more than 10 lbs. crushed ice. If your mixer is small, reduce quantity accordingly. Mix for about five minutes, so that spices and water are evenly distributed through the meat, and take to the stuffing machine.

**Stuffing.**—Stuff in medium hog casings, linked in double links, 3½ inches in length, knotting ends of casings to prevent meat from dropping on truck or floor. Trim off all scrap ends of casings on the outside of knot.

The stuffing bench should be provided with a pan to accommodate scrap meat, and another pan for scrap casings, but do not under any circumstances mix the two together. This is very frequently done by careless workmen. The scrap meat on the bench must be handled promptly, and mixed with the meat stock in the truck, and not allowed to remain on the bench indefinitely to deteriorate.

Carefully puncture the casings to prevent air pockets between the casings and the meat.

**Cooling.**—Sausage must be hung on truck promptly as linked. When truck is filled to capacity, put under an overhead cold water spray and let the spray run for several minutes, to thoroughly remove grease and sediment on outside of

casings. If not equipped with cold water spray, then shower the product with cold water, using pails.

Then take product to the cooler and spread on trucks or in hanging sections provided for this purpose, and allow to hang in the cooler overnight at a temperature of 36 to 40 degrees. The following morning remove from the cooler and allow to hang in natural temperatures for about two hours, so that the product will dry off.

**Smoking.**—Then take to smokehouse at a temperature of 115 to 120 degrees, and carry at this temperature in slow cold smoke for about 3 to 4 hours. This product does not require a heavy smoked color.

**Packing.**—When product is smoked, take to sausage storage cooler at a temperature of 45 to 50 degrees, and allow to hang for about 2 to 3 hours until cooled off. Then pack either in cartons or wooden boxes, if it is to be shipped promptly.

Do not pack this product in anticipation of orders, but regulate the manufacture in accordance with sales demand. ONLY MAKE IT AS YOU NEED IT.

## Screens for Tankage

A renderer in the West wants information on the fineness of the mesh in a screen for tankage. He says:

Editor The National Provisioner:

I am having a screen made for screening 60 per cent digester tankage and 50 per cent meat scrap and cracklings, as made by the dry rendering system. What is the largest sized mesh it would do to use?

A screen for use in screening high-grade feeding tankage for strictly packinghouse offal is most useful made of 10-mesh wire.

The fineness of the mesh depends in large measure upon the grade of tankage being made, and what it is made from.

In the case of rendering plants which handle shop fat, dead animals and miscellaneous material in general, an 8-mesh screen would be satisfactory and probably would be more practical. If too coarse a screen is used, it would be necessary to grind the material before placing on the market.

## Wholesale Meat Prices

A retail meat dealer in the Middle West wants information on wholesale meat prices. He says:

Editor The National Provisioner:

Please tell me if the prices you quote as wholesale dressed meat prices, quoted by the U. S. Bureau of Agricultural Economics, are prices to butchers or jobbers? Do packers sell at these prices to butchers?

Wholesale dressed meat prices as quoted by the U. S. Bureau of Agricultural Economics apply to prices paid by the retailer. They are the prices on which his sales are based.

Prices to jobbers would be slightly lower, if the jobber bought in large quantities. In such cases costs all along the line are lowered, and this can be reflected in the price quoted to the jobber.

## Timely Comments On Sausage Material Costs

The present action and tone of the market on S. P. boiling hams shows every indication of higher prices than the trade has witnessed for several years, due to limited production during the accumulating period. The present price levels are almost unprecedented for this time of year.

The general opinion is that this product will seek much higher levels as the boiled ham season advances. It is predicted by some that boiled hams, in all probability, during the height of the season will soar to a point where the product may be out of reach of certain consumers. This will of necessity create a healthy demand for cooked specialties as a substitute.

This is a timely hint to the sausage-maker who is not a producer of raw material, and who depends entirely upon the producer for his source of supply.

Special and extra fresh lean pork trimmings have been relatively low in price, which is also true of fresh Boston butts, and these commodities have been and still are a safe investment for

any sausage concern that specializes in cooked specialties.

Heavy boning loins have been selling over the bargain counter during the late fall and winter months. Cooked pork loins are considered a delicacy, and it is not unusual to market this product close to the price of boiled hams under normal conditions. The present prospects for this product during the summer months can scarcely be overestimated, both in regard to volume and selling prices.

For the past few years sausage-makers have complained of the high cost of casings. But this year the contents of the casings will no doubt be a strong item, pork material especially. The sausage manufacturer can take advantage of the present low prices on boneless beef. It is believed by some that this is the opportune moment to act on purchases of both beef and pork products. Even though pork material may be considered a little high, on the contrary the low price of boneless beef will reduce the average cost per hundredweight of meats very materially.



## Methods of Drying Beef

A subscriber in Philadelphia writes as follows:

Editor The National Provisioner:

What style of drying room is used in air-drying beef? What system of air ventilation is used?

There is a considerable amount of air-dried beef sold in Philadelphia, with a wonderfully bright cherry red color. How is this color produced?

The style of drying rooms varies considerably, the product requiring heat control and sufficient air ventilation.

To produce the bright cherry color mentioned, a great deal depends on the handling of the green beef ham sets. The curing formula and over-hauling must not be neglected.

Beef hams must be thoroughly dried to slice properly; also smoked in a manner that will produce a desirable color and flavor. The length of time in the dry-room depends largely upon climatic conditions and age of the product.

Beef hams can be dried in an ordinary smoke-house with a wood fire, but this is not practical, as the smoke-house capacity is usually rather limited and is utilized for other purposes.

Concerns which specialize in dried beef arrange to dry it in a room equipped with steam coils, and after the product is dried, process through smoke-house for color.

### Drying by Steam.

Dry rooms may be arranged with steam coils on end and side walls. Steam coils should be supported by iron standards with about 3 inches space between the coils and the walls. There should be enough radiation to maintain a temperature of from 110 to 120 degrees Fahr. during the drying process. The room should be as near fireproof as possible.

If operating on a large scale, the trolley system is the most economical way of handling.

Rooms must be provided with ventilation system arranged to have the air come in from the floor line, and escape from the top of the room, so as to carry out the moisture. However, these openings should be made to open and close, so that air circulation is under absolute control.

### Temperature Control Advised.

To insure an even temperature during the drying process, many concerns equip dry rooms with thermostatic control, as a variation in temperatures is very detrimental to the product.

Beef hams are usually carried in dry room temperature of 110 to 120 degrees for about 75 hours, and then delivered to the smoke-house to be smoked for about 15 hours in a slow, cool smoke, or until a high color is obtained.

The thinness of the product, or difference in thickness between insides, outsides and knuckles, must be taken into consideration, especially in dry rooms. The product must be hung accordingly, so

## Temperatures!

Do you watch them

In the hog scalding vat?

" " rendering kettle?

" " lard tank?

" " ham boiling vat?

" " sausage kitchen?

" " smoke house?

" " meat cooler?

" " tank room?

Or in a dozen other places in your plant?

If you do not, you are losing money every day.

Send a 2-cent stamp to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, for copies of the three articles on "Temperature Control in the Meat Plant," which appeared in recent issues.

that it can be removed conveniently when sufficiently dried.

[Full directions for curing and smoking beef ham sets will be published in a later issue of THE NATIONAL PROVISIONER on this page.]

### INSPECTION OF HOG CASINGS.

To pass government inspection for use in sausage, etc., hog casings are defined in a special notice to federal inspectors by Dr. John R. Mohler, chief of the service, as follows:

"Hog bung casings intended for containers of sausage or other edible product, in addition to being otherwise clean and suitable for such purpose, shall be free from hair and scurf at the crown end when presented for inspection prior to filling.

"Excessive deposits of fat shall be removed from hog bungs and other animal casings, including bladders, prior to presenting the casings for inspection."

### CANNED MEATS EXPORTS.

During January, 1925, 1,535,463 lbs. of canned meats were exported from the United States, against 1,403,062 lbs. in January, 1924. For the seven months ending January, 1925, exports of canned meats amounted to 7,866,889 lbs., compared to 8,849,657 lbs. for the same period last year.

Exports of canned beef amounted to 122,746 lbs. in January, 1925, compared to 340,737 lbs. in January, 1924. For the seven months ending January, 1925, 760,264 lbs. of canned beef were exported, against 1,022,342 lbs. in the same period in 1924.

Canned sausage exports during January, 1925, amounted to 473,196 lbs., as against 353,975 lbs. in the same month in 1924. Exports of canned sausage for the seven months ending January, 1925, were 2,040,839 lbs., while exports of this article for the same period in 1924 were 1,603,551 lbs.

## Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Mark Granted" have been registered, and are now the property of the applicants.

### TRADE MARK APPLICATIONS.

**Van Wagenen and Schickhaus Company,** Newark, N. J. For cured, sliced and boneless bacon in cartons, cured hams and cured beef tongues. Trade Mark: ESSEX BRAND, in combination with the name and monogram of the firm. Application serial No. 193,868. Claims use since Jan. 1, 1903.



**Valentine's Meat Juice Company,** Richmond, Va. For preparation of meat extract. Trade Mark: MEAT JUICE. Application serial No. 195,084. Claims use since 1871.

**The Vegetable Oil Corporation,** New York, N. Y. For edible coconut oil. Trade Mark: CO-ED. Application serial No. 201,602. Claims use since Aug. 7, 1924.

**Swift & Company,** Chicago, Ill. For oleomargarine. Trade Mark: U. B. Application serial No. 206,928. Claims use since Nov. 1, 1924.

**Armour and Company,** Chicago, Ill. For sausage and ham. Trade Mark consists of the letter "E" on a circular black field, surrounded by a designed border. Application serial No. 199,816. Claims use since on or about Aug. 4, 1917.

What is the emulsion method of preparing sausage meats to increase binding qualities? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

## Production and Sale of Casings

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interest  
to every packer*

**Hams and Bacon  
Cured in  
10 Days**

Write us for Particulars

**R. T. Randall & Co.**

**331 No. 2nd Street  
Philadelphia, Pa.**

*Distributors for  
the United States*

## BRITISH PROVISION MARKET.

Danish bacon maintained steady prices on the Liverpool market during the week ending February 21, according to a cable report from Trade Commissioner E. C. Squire. Sales were made at from 114@118s per cwt.

A fair supply and the comparative cheapness of American hams caused a more noticeable interest in this commodity, business being done at 90@98s per cwt. The general tone in this market helped to create a fair demand for Cumberlands, which became firmer at 82@86s per cwt.

Wiltshires remained steady with sales at 81@86s per cwt. Bellies were steadier at the close of the week, and offerings were being made at from 99@102s per cwt. The picnic market was steady at 61@65s per cwt.

There was a steady trade in lard, although the market declined slightly under pressure from American shippers. Lard was held at from 79@80s per cwt.

## GERMAN PROVISION MARKET.

All meat products at Hamburg, Germany, were rather slow during the week ending February 21, according to a cable from Trade Commissioner E. C. Squire.

Lard arrivals were larger with a slow demand, sales being made at from \$36.73 @38.00 per 100 kilos. Neutral lard was also slow, as practically neglected and spot medium weight stock was being offered at \$34 per 100 kilos.

Stocks of extra oleo oil were considered small and the demand very slow. Sales were made at from \$28.25@29.00 per 100 kilos. Extra premier jus is firm at from \$22.00@23.00 per 100 kilos.

Receipts of livestock at 20 German markets for the week were as follows: Cattle, 18,500; calves, 21,000; hogs, 70,000; sheep, 20,000.

## NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending February 21, 1925, with comparisons as follows:

	Week ending Feb. 21.	Previous week.	Cor. week 1924.
Western dressed meats:			
Steers, carcasses	8,177	8,067	7,009
Cows, carcasses	1,353	1,539	1,047
Bulls, carcasses	119	168	450
Veal, carcasses	12,478	10,873	13,415
Hogs and pigs	.....	.....	35
Lambs, carcasses	26,824½	25,594	19,306
Mutton, carcasses	5,526	5,958	5,489
Beef, cuts, lbs.	127,833	216,321	201,807
Pork cuts, lbs.	1,416,276	1,493,244	1,163,519
Local slaughters:			
Cattle	10,125	10,642	9,868
Calves	12,788	14,890	12,575
Hogs	58,766	58,537	60,544
Sheep	42,918	32,710	43,993

## PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending February 21, 1925:

	Week ending Feb. 21.	Previous week.	Cor. week 1924.
Western dressed meats:			
Steers, carcasses	2,483	2,350	2,843
Cows, carcasses	808	728	650
Bulls, carcasses	165	146	251
Veals, carcasses	2,015	1,860	2,405
Lambs, carcasses	8,172	8,523	8,205
Mutton, carcasses	1,444	1,488	1,648
Pork, lbs.	543,754	587,443	617,525
Local slaughters:			
Cattle	1,573	1,667	2,075
Calves	2,335	2,585	2,148
Hogs	17,700	19,464	21,578
Sheep	5,548	4,678	5,135

## PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending February 21, 1925, are reported by the U. S. Department of Commerce as follows:

	Hams and Shoulders, Including Wiltshires.		Bacon, Including Cumberlands.		Lard		Pickled Pork.	
	Feb. 21, 1925	Feb. 14, 1925	Feb. 21, 1925	Feb. 14, 1925	Feb. 21, 1925	Feb. 14, 1925	Feb. 21, 1925	Feb. 14, 1925
	1,000 pounds	1,000 pounds	1,000 pounds	1,000 pounds	1,000 pounds	1,000 pounds	1,000 pounds	1,000 pounds
Total	1,125	4,420	2,340	157,949	157,949	157,949	157,949	157,949
To Belgium	.....	40	42	7,025	7,025	7,025	7,025	7,025
Netherlands	25	61	.....	1,675	1,675	1,675	1,675	1,675
United Kingdom	616	3,675	1,538	127,360	127,360	127,360	127,360	127,360
Other Europe	.....	.....	.....	1,722	1,722	1,722	1,722	1,722
Canada	136	186	210	4,092	4,092	4,092	4,092	4,092
Cuba	348	431	486	10,139	10,139	10,139	10,139	10,139
Other Countries	.....	27	64	4,220	4,220	4,220	4,220	4,220

	Feb. 21, 1925	Feb. 14, 1925	Feb. 21, 1925	Feb. 14, 1925
Total	7,534	7,901	10,501	195,028
To Belgium	224	203	465	7,596
Germany	190	508	200	13,325
Netherlands	80	135	40	7,957
United Kingdom	5,468	5,811	9,611	115,835
Other Europe	1,533	1,175	135	24,778
Canada	20	.....	33	1,808
Cuba	.....	2	1	15,717
Other Countries	.....	7	16	2,017

	Feb. 21, 1925	Feb. 14, 1925	Feb. 21, 1925	Feb. 14, 1925
Total	11,550	15,487	22,545	556,336
To Belgium	501	1,203	588	18,887
Germany	1,751	6,100	7,113	196,290
Netherlands	2,100	2,011	568	44,670
United Kingdom	2,883	3,591	5,328	137,925
Other Europe	3,291	488	6,482	64,474
Canada	115	1	.....	5,707
Cuba	808	1,316	1,478	55,936
Other Countries	34	717	888	33,047

	Feb. 21, 1925	Feb. 14, 1925	Feb. 21, 1925	Feb. 14, 1925
Total	335	240	379	15,989
To Belgium	.....	.....	.....	378
Germany	5	.....	.....	85
Netherlands	.....	.....	.....	2,109
United Kingdom	33	83	85	2,011
Other Europe	188	.....	150	3,562
Canada	140	148	15	1,453
Cuba	.....	3	66	5,978
Other Countries	2	56	.....	.....

## WEEK ENDING FEBRUARY 21, 1925.

	Hams and Shoulders M. lbs.	Bacon M. lbs.	Lard M. lbs.	Pickled Lard M. lbs.
Boston	9	131	1,035	3
Detroit	527	421	394	.....
Port Huron	93	33	57	139
Key West	348	.....	790	.....
New Orleans	148	6,949	9,190	193
Philadelphia	.....	.....	93	.....
Portland, Me.	.....	.....	.....	.....

\*Revised to January 31, including exports from all ports.

†New Orleans not reported.

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Feb. 21, 1925:

	Week ending Feb. 21.	Prev. week.	Cor. week 1924.
CATTLE			
Chicago	25,012	25,957	38,290
Kansas City	22,487	26,333	22,058
Omaha	12,047	17,096	18,361
East St. Louis	13,391	14,270	10,822
St. Joseph	9,643	7,530	7,128
Sioux City	8,400	8,706	7,707
Cudahy	776	648	6,064
Fort Worth	6,629	7,006	4,416
Philadelphia	1,573	1,687	2,075
Indianapolis	1,641	1,025	1,940
Boston	1,667	1,718	564
New York and Jersey City	10,125	10,642	9,868
Oklahoma City	4,863	4,668	4,142
HOGS			
Chicago	170,000	180,300	184,452
Kansas City	23,487	34,101	42,394
Omaha	83,400	75,488	81,415
East St. Louis	44,997	40,603	53,708
St. Joseph	41,214	35,862	39,191
Sioux City	61,803	65,038	45,612
Cudahy	9,100	10,482	11,652
Ottumwa	14,708	15,596	20,417
Fort Worth	8,825	9,485	9,304
Philadelphia	17,700	19,494	21,578
Indianapolis	20,330	20,032	22,466
Boston	16,175	23,198	14,287
New York and Jersey City	58,766	58,537	68,544
Oklahoma City	8,362	11,274	6,929
SHEEP			
Chicago	39,885	40,044	52,232
Kansas City	15,398	16,792	23,343
Omaha	25,195	28,659	34,886
East St. Louis	10,736	9,092	7,591
St. Joseph	22,341	18,813	23,587
Sioux City	6,105	6,591	3,134
Cudahy	294	114	222
Fort Worth	2,120	1,440	493
Philadelphia	5,548	4,678	5,135
Indianapolis	120	152	96
Boston	3,705	4,144	5,315
New York and Jersey City	42,018	32,710	43,993
Oklahoma City	16	62	25

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Active Trade—Prices Strong—New High Levels—Hog Receipts Still Liberal.

The developments in the pork product market the past week have shown a strong upward tendency of product and a further advance of hogs. Hogs are now up about 3c a pound from the low of the season in November, and the high price is thought to be quite largely a result of the confidence in a smaller hog supply, although the movement is still very liberal.

Although product stocks have increased heavily, the gains have not served to check the upward swing of the market. The low point in the recent downturn of product was the early part of last week, the low on lard being reached on February 17th and the recovery has been sharp and strong. The gain of 1c a pound showed the resiliency in the price situation, and the nervousness of shorts as soon as there was any evidence of a turn for the better.

### Market Very Nervous.

The selling had apparently been induced by belief that the large stocks would precipitate a big liquidation in product, regardless of the prospective hog situation. When this failed to materialize there was a stampede to cover. The fact that the hog market continues to show such pronounced strength was another factor in the situation.

Compared with the low point of lard in November, the lard market is up about 2½c a pound while the hog market is up about 3c a pound.

The export movement continues fairly good. The January figures of lard were 78,440,000 lbs. compared with the very large figures last year of 132,758,000 lbs. For seven months this year the total has been 493,710,000 lbs. against 618,832,000 lbs. a year ago.

### Decrease Equal to 3,000,000 Hogs.

This decrease in the exports has been equivalent to the product of a little over 3,000,000 hogs.

The decrease in the exports of hams and shoulders has been 65,000,000 lbs.; bacon 143,000,000 lbs. with a considerable decrease in pickled pork and fresh pork.

The comparative figures for seven months of the provision exports follow:

	7 mos. ended 1925	January, 1924
Beef fresh .....	1,098,796	1,803,234
Beef pickled .....	13,479,096	13,140,807
Pork, fresh .....	19,567,169	37,871,527
Wiltshire sides* .....	8,658,105	.....
Cumberland sides† .....	15,237,738	.....
Hams and Shoulders .....	157,356,043	222,429,109
Bacon .....	138,732,681	281,019,181
Pickled pork .....	16,012,133	25,417,863
Oleo oil .....	58,865,991	52,696,792
Lard .....	493,710,824	618,832,164
Neutral lard .....	14,102,334	12,206,458
Lard comp. animal fats .....	4,677,823	4,016,434
Margarine, animal fat .....	426,317	781,797
Cottonseed oil .....	34,108,550	25,492,312
Lard com. vegetable fats .....	3,762,653	3,789,967

\*Included in "Hams and Shoulders" prior to January 1, 1924.

†Included in "Bacon" prior to January 1, 1924.

Based on the assumption that the hog movement is to remain light for the rest of the season, there is evidence of a growing conviction that hogs may advance to still higher levels, although the gain of 3c a pound this season so far creates a

### Hogs Highest Since 1920

Rapid advances in the price of live hogs at Chicago during the week have resulted in the highest price paid since the closing months of 1920.

Dwindling receipts are largely responsible for the increase in price. Heavy hogs reached \$12.45 per cwt.

The top price for hogs toward the end of the week was practically \$5.00 per hundred higher than that of a year ago.

condition where there are a few who are disposed to be a little conservative.

### Look for Falling Off in Hog Movement.

The prospects, according to the statistics and forecast, point to a distinct falling off in the movement the latter part of the winter and there is evidence in the action of values of confidence in the forecast. The hog-corn ratio has improved still further by the advance in the price of hogs, while low grade corn shows but little change.

There is a great deal of interest attached to the forthcoming statement of

farm reserves and the question of the feed supplies in the next few months.

Taking the corn situation as an indication of the feed supply, the position of stocks for the past few years on March 1st has been as follows: last three ciphers omitted:

	Reserves	%	Visible	Total
1924 .....	1,153,175	37.8	18,898	1,172,073
1923 .....	1,083,306	37.6	27,329	1,120,835
1922 .....	1,305,559	42.5	44,792	1,350,351
1921 .....	1,594,832	48.8	23,838	1,588,670
1920 .....	1,045,575	37.2	4,951	1,050,526
1919 .....	855,269	34.2	4,483	859,752
Average reserves 5 years, 1,232,499,000.				
Average per cent 5 years, 40.8.				
*May Corn 1919 ranged from \$1.24½ in March to \$1.83½ in May.				

Farm disappearance of corn past 5 years was as follows:

	Crop & Nov. 1 Farm Stock	On Farm Mar. 1	Disappearance
1925 .....	2,537,934,000	.....	.....
1924 .....	3,136,357,000	1,153,000,000	1,983,357,000
1923 .....	3,083,287,000	1,083,000,000	1,999,287,000
1922 .....	3,333,768,000	1,035,000,000	2,048,768,000
1921 .....	3,347,083,000	1,564,000,000	1,783,083,000
1920 .....	2,835,835,000	1,045,000,000	1,790,835,000
Average disappearance 5 years, 1,919,000,000.			

In view of the small corn crop, a minimum disappearance of the past five years of 1,790,000,000 bu. would mean a very limited stock of corn in the country for the balance of the season. The smallest farm reserves in recent years were in 1919 when the total was only 855,000,000 bu.

### Stock of Product Important.

The total stock of product in the country as of March 1st in relation to the winter packing and the changes in stocks compared with November 1st when the winter season began, are expected to exert considerable influence on the trade sentiment regarding values. The steady increase in the population and the evidence of active employment very generally do not point to any decrease in the aggregate distribution of product.

The principal saving is to come in the exports, if the final roundup shows that the hog movement in the next six or eight months should fall off as indicated from the forecasts.

**PORK**—The market was firmer and while dull there was evidence of a little better demand. Mess New York quoted \$37.00; family, \$35.00@38.00; fat backs, \$35.00@41.00. At Chicago mess was quoted at \$34.00.

**LARD**—Market was decidedly stronger, but business appeared rather quiet on advances. At New York prime western quoted at 16.80@16.90c; middle western, 16.65@16.75; city, \$16.00@16.25; refined to the continent, 16¾c per lb.; South America, 17¾c; Brazil kegs, 18¾c; compound, 13@13¾c.

At Chicago regular lard in round lots was quoted at .45 under May, loose lard 1.25 under May and leaf lard 2.00 under May.

**BEEF**—The market was firm, offerings moderate, mess New York quoted \$17.00@18.00; packet, \$17.00@18.00; family, \$20.00@22.00; extra Indian mess, \$32.00@34.00; No. 1 canned corn beef, \$2.75; No. 2, 6-lbs., \$17.50; pickled tongues, \$55.00@65.00 nominal.

SEE PAGE 35 FOR LATER MARKETS.

### LARD AND GREASE EXPORTS.

Exports of lard from New York, February 1 to February 25, were 42,744,994 lbs.; tallow, none; greases, 7,798,000 lbs.; stearine, none.

## Daily Market Service

The DAILY MARKET SERVICE, established to furnish the trade with authentic daily information of market prices and market transactions, is the latest addition to THE NATIONAL PROVISIONER's trade service.

It includes market prices and transactions on provisions, lard, sausage meats, etc., together with daily hog market information, Board of Trade prices, etc. It covers export markets also.

It is mailed each day at the close of trading, and a handsome leather binder is furnished to subscribers for the purpose of filing the daily reports for ready and permanent reference. Subscribers also are entitled to free telegraphic service (messages collect).

Application for this service may be made to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill. The cost is \$1 per week, or \$48 per year, payable in advance.





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**The Powers No. 16 Regulator**

This is only one of many types in the Powers line, each one designed for a specific purpose.

No. 16 is largely used on Ham Cookers. The thermostatic element, in the cage at the lower end, is submerged in the vat, which, through the stem, operates the steam valve above. This regulator is sensitive, accurate, and dependable. Requires no outside power for its operation.

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(2190)

Isn't it just like putting a blindfolded man on the job to set him the task of cooking a batch of hams, for instance, with only a hand thermometer by which to control the temperature of the water in the vats?

He can't tell, even by very frequent tests—more than he has the time to make—*just when* to turn the steam valve, nor *how much* to turn it. He has to *guess*, because he can't *know*. That's going it blindfolded. If he is a good guesser, you are lucky.

### Give Him Light!

Put a Powers Regulator on the vats. That will open his eyes to the savings he can make for you—in time and in hams. For overheating causes *shrinkage*—underheating causes *seconds*. Both are dead loss, and both are prevented by a Powers Automatic Temperature Regulator.

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It costs you nothing to know what accurate, scientific temperature control will save you on Ham Cookers, Hog Scalding Vats, Sausage Cookers, Hog Dehairers, Smoke Houses, or on any other process requiring uniform temperature for perfect results.

Just write and tell us where you will try out automatic temperature control. We will tell you what type of Regulator will give you the best results in that place, and will send you one for a month's demonstration. No obligation on your part to keep it if you are not 100% satisfied.

Try out this sure way. It lowers costs, saves waste and shrinkage, and increases profits.

### CANADA LIFTS BAN ON HIDES.

The Canadian government has removed the restrictions which have interfered with shipments of green salted hides and calfskins into Canada from states affected by the foot-and-mouth disease scare of some months ago. This embargo had seriously interfered with movement of green salted hides into Canada. All restrictions affecting these particular products have now been removed.

### BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending February 21, 1925, with comparisons:

	Week ending Feb. 21, 1925	Previous week, Feb. 14, 1925	Cor. 1924
Western dressed meats:			
Cows, carcasses	2,052	2,552	1,752
Steers, carcasses	1,830	2,004	1,621
Bulls, carcasses	40	62	83
Veals, carcasses	1,281	1,163	961
Lambs, carcasses	12,013	13,223	12,896
Mutton, carcasses	713	570	453
Pork, lbs.	543,828	601,530	327,406
Local slaughters:			
Cattle	1,067	1,718	564
Calves	1,879	2,392	1,708
Hogs	16,175	23,198	14,237
Sheep	3,705	4,144	5,315

### PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, February 25, 1925.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 24-25c; green picnics, 4-6 lbs., 13-14c; 6-8 lbs., 12½-13c; green hams, 8-10 lbs., 21c; 10-12 lbs., 21c; 12-14 lbs., 19½c; green clear bellies, 6-8 lbs., 22c; 8-10 lbs., 22c; 10-12 lbs., 21½c; 12-14 lbs., 21c; S.P. clear bellies, 6-8 lbs., 17c; 8-10 lbs., 19c; 10-12 lbs., 19c; 12-14 lbs., 18½c; S.P. hams, 8-10 lbs., 19c; 10-12 lbs., 19c; 12-14 lbs., 18½c; 18-20 lbs., 23c; dressed hogs, 16½c; city steam lard, 16½c; compound, 13c.

### EXPORTS OF PROVISIONS.

Exports of provisions from the Atlantic and Gulf ports for the week ending February 21, 1925, with comparisons:

	Week ended Feb. 21, 1925	Week ended Feb. 23, 1924	From Nov. 1, 1924, to Feb. 21, 1925
United Kingdom...	174	174	1,037
Continent .....	965	79	5,265
West Indies .....	310	.....	1,664
B. N. A. Colonies...	.....	.....	120
Total .....	1,275	253	8,086

### BACON AND HAMS, LBS.

United Kingdom...	7,608,250	7,602,000	177,380,410
Continent .....	1,990,500	7,844,500	21,979,700
St. and Ctl. Amer. ....	.....	.....	120,000
West Indies .....	.....	.....	100,500
B. N. A. Colonies...	.....	.....	93,000
Other countries .....	.....	212,500	525,000
Total .....	9,698,750	15,719,000	200,207,610

### LARD, LBS.

United Kingdom...	3,196,650	4,359,101	69,031,831
Continent .....	8,078,627	13,008,116	160,213,390
St. and Ctl. Amer. ....	.....	17,000	1,378,248
West Indies .....	40,270	19,900	1,023,597
Other countries .....	.....	34,400	32,172
Total .....	12,224,547	17,437,657	232,879,038

### RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, lbs.	Bacon and hams, lbs.	Lard, lbs.
New York .....	905	7,000,750	9,189,547
Boston .....	.....	.....	2,288,000
Philadelphia .....	.....	.....	42,000
Baltimore .....	.....	50,000	.....
New Orleans .....	310	.....	.....
St. John, N. B. ....	.....	2,548,000	705,000
Total week .....	1,275	9,698,750	12,224,547
Previous week .....	65	14,500,300	13,602,787
2 weeks ago .....	1,075	16,461,250	22,101,380
Cor. week, 1924 .....	253	15,719,000	17,437,657

Comparative summary of aggregate exports in lbs., from Nov. 1, 1924, to Feb. 21, 1925:

	1924-1925.	1923-1924.	Decrease.
Pork, lbs.	1,617,200	3,800,200	2,183,000
Bacon & Hams, lbs.	200,207,610	327,590,125	127,382,515
Lard, lbs.	232,879,038	329,523,720	96,644,682



# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—The market the past week has been moderately active and barely steady. While there have been persistent rumors of business, and sales of extra at 83½¢ delivered, no actual business below that level has been confirmable as yet.

The firming up in some of the competing commodities tended to limit offerings, but buyers were still slow in coming up in their ideas. Reports had it that consumers were pretty well stocked up, and this may have accounted for the limited buying interest.

At New York special was quoted at 85½¢; extra, 83½¢@87½¢; edible, 93½¢@10¢.

At Chicago the tallow market was inactive; offerings fairly liberal and demand quiet. Prime packer was quoted at 9½¢; fancy, 93½¢@9½¢; edible, 94½¢@9½¢.

At the London auction on Feb. 25th 1,273 casks were offered and 716 sold; nut-ton at 49¢@52s; beef, 44¢@46s, and good mixed at 44¢@45s.

At Liverpool Australian tallow was unchanged for the week with fine quoted at 48s 6d and good mixed at 47s 6d.

**STEARINE**—The market was very quiet the past week, with no special buying or selling interest, and as a result was unchanged in the east, with oleo 10½¢, New York. At Chicago the market was also quiet and about steady with oleo 10¢@10½¢.

**OLEO OILS**—The market was irregular with demand limited; extra New York, 12½¢ asked; medium, 10½¢ nominal and lower grades 10½¢@10¾¢. At Chicago extra was quoted at 11¾¢.

SEE PAGE 35 FOR LATER MARKETS.

**LARD OIL**—Demand continued limited, but the undertone was better owing to a stiffening in the price of the raw material. At New York edible was quoted at 18½¢; extra winter, 15½¢; extra, 14½¢; extra No. 1, 13½¢; No. 1, 13¢ and No. 2, 12½¢.

**NEATSFOOT OIL**—The market was quiet and steady, and more or less unchanged for the week. At New York pure was quoted at 15½¢; extra, 13½¢; No. 1, 13¢ and cold pressed, 18½¢@18¾¢.

**GREASES**—A holding off policy on the part of consumers continued the feature in the grease market. Demand remains light, and the heaviness in tallow continued to check buying. Stocks are not large, and there is only moderate pressure to sell, but nevertheless the market is unsteady and it is believed that prices could be shaded on round-lot business.

Rumors were current of sales of choice white New York at 10½¢. At New York yellow and choice house were quoted at 8¢@8½¢; A white, 9¢; B white, 8½¢@8¾¢.

At Chicago sentiment was reported bearish on the grease market, and while trade was inactive with demand quiet, offerings were liberal, with choice white listed at 9½¢; A white quoted 9½¢; B white, 83½¢@9¢; yellow, 83½¢@8¾¢; house listed at 8¾¢; brown, 8¢ paid, with stocks of the latter rather light.

### CHEMISTS—SPECIALIZING

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## Packinghouse By-Products

### Blood.

Chicago, February 26, 1925.

The blood market is very quiet. Very little trading has been reported.

Unit ammonia.

Ground ..... \$3.40@3.50  
Crushed and unground ..... 3.20@3.35

### Digester Hog Tankage Materials.

This market is easier. One car extra choice tankage sold at \$2.60, Chicago, which practically represents the top of the market. Buyers do not seem interested, even at this low figure.

Unit ammonia.

Ground, 10 to 12%, ammonia ..... \$3.30@3.50  
Unground, 11 to 13%, ammonia ..... 2.50@3.00  
Unground, 7 to 10%, ammonia ..... 2.25@2.50

### Fertilizer Tankage Materials.

The market on fertilizer tankage materials is about steady. Because of the lateness of the season, demand has fallen off somewhat.

Unit ammonia.

High grade, ground, 10-12%, ammonia ..... \$2.80@3.00  
Lower grade, ground, 6-9%, ammonia ..... 2.50@2.75  
Medium to high grade, unground ..... 2.25@2.50  
Lower grade, unground ..... 2.00@2.40  
Hoof meal ..... 2.00@2.00  
Grinding hoofs, pigs toes, dry ..... 32.00@35.00

### Bone Meals.

Due to the fact that this is between seasons, the bone meals market is quiet.

Per ton.

Raw bone, meal ..... \$28.00@30.00  
Steam, ground ..... 20.00@22.00  
Steam, unground ..... 15.00@17.00

### Cracklings.

The cracklings market is easier. Hard pressed beef cracklings have sold at from 60¢@65¢.

Per ton.

Pork, according to grease and quality ..... \$50.00@70.00  
Beef, according to grease and quality ..... 30.00@45.00

### Bones, Horns and Hoofs.

This market is about the same. There is a good demand for hoofs, which are scarce. Bones and horns are about steady.

Per ton.

Horns, unassorted ..... \$75.00@200.00  
Culls ..... 30.00@32.00  
Hoofs, unassorted ..... 30.00@33.00  
Round shin bones, unassorted ..... 47.50@52.50  
Flat shin bones, unassorted ..... 37.50@42.50  
Thigh bones, unassorted ..... 50.00@55.00

(NOTE.—Foregoing prices are for mixed carloads of materials indicated above.)

### Glue and Gelatin Stock.

The market on jaws, skulls and knuckles is steady at \$31.00. Junk bones, \$26.00.

Per ton.

Calf stock ..... \$28.00@29.50  
Edible pig skin strips ..... 100.00@105.00  
Rejected manufacturing bones ..... 33.00@35.00  
Horn piths ..... 23.00@25.00  
Cattle jaws, skulls and knuckles ..... 30.00@31.00  
Junk and hotel kitchen bones ..... 25.00@26.00  
Sinews, pizzles and hide trimmings ..... 22.00@24.50

### Animal Hair.

The hog hair market is quiet, very little being offered. There is a fairly good demand.

Coll dried, lb. .... 3 @ 3½¢  
Processed, lb. .... 6 @ 8¢  
Dyed ..... 9½¢@12¢  
Cattle switches (110 to 100) each ..... 3 @ 4½¢  
Horse tails, each ..... 55 @ 60¢  
Horse mane hair, green, lb. .... 12 @ 13¢  
Unwashed dry horse mane hair, lb. .... 20 @ 22¢  
Pulled horse tail hair, lb. .... 55 @ 65¢

### Pig Skin Strips.

This market is quiet but firm, sales of No. 1, 6¢@6½¢, No. 2 and No. 3 edible fresh frozen mostly 5½¢ per lb. basis, Chicago.

## EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, February 25, 1925.—The demand for tankage, both ground and unground, is very light. Round tankage is now being offered at \$3.60 and 10¢ basis f.o.b. New York and it looks as though lower prices might still prevail unless business picks up soon. Unground tankage is being offered freely from all directions and there is very little buying going on in this section except at bargain prices.

The price of cracklings continues downward with practically no demand. Nitrate of soda and sulphate of ammonia are both being offered at slight concessions.

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Feb. 24, 1925.—Latest quotations in chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda, \$3.75 @3.91 per cwt.; 98 per cent powdered caustic soda, \$4.16@4.56 per cwt.; 58 per cent carbonate of soda, \$2.04@2.44 per cwt.

Clarified palm oil in cakes of 2,000 lbs., 9½¢ lb.; olive oil foots, 9½¢@9¾¢ lb.; East India Cochin cocoanut oil, 16½¢ lb.; Cochin grade cocoanut oil, domestic, 12¢ lb.; Ceylon grade cocoanut oil, 11½¢ lb.

Prime summer yellow cottonseed oil, 12¢@12½¢ lb.; soya bean oil, 14½¢ lb.; red oil, 11½¢@11¾¢ lb.

Extra tallow, f.o.b. seller's plant, 83½¢ lb.; dynamite glycerine, nominal, 18½¢ lb.; saponified glycerine, nominal, 14¢ lb.; crude soap glycerine, nominal, 12½¢ lb.; chemically pure glycerine, nominal, 19¢ lb.; prime packers grease, nominal, 8¢ lb.

## MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending February 21, 1925, are reported officially as follows:

Point of origin—Commodity.	Amount.
Canada—Veal carcasses	141 pcs.
Canada—Pork tenderloins	4,720 lbs.
Canada—Smoked pork	5,543 lbs.
Canada—Fresh beef tongues	20,809 lbs.
Canada—Veal livers	1,504 lbs.
Canada—Edible tallow	38,039 lbs.
Germany—Frankfurters in tin	1,600 lbs.
Germany—Sausage	2,530 lbs.
Germany—Smoked hams	10,921 lbs.
Australia—Corned beef	36,000 lbs.
Ireland—Bacon and ham	1,781 lbs.
South America—Jerked beef	1,500 lbs.
South America—Corned beef	360,000 lbs.

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## COTTON OIL SITUATION.

An analysis of the cottonseed oil situation for the months of August, September, October, November and December, 1924, and January, 1925, with comparisons for last season, based upon Federal census reports, has been prepared by Aspegren & Co. It is as follows:

## MOVEMENT OF COTTONSEED AT CRUDE OIL MILLS.

	Tons received—	
	1924-25.	1923-24.
On hand beginning of season....	21,711	12,786
August.....	334,056	165,313
September.....	601,408	547,951
October.....	1,187,093	979,509
November.....	1,099,728	666,167
December.....	729,055	368,676
January.....	373,746	247,132
Total.....	4,147,897	2,987,594

	Tons crushed—	
	1924-25.	1923-24.
August.....	63,541	55,096
September.....	313,701	249,205
October.....	707,221	601,201
November.....	768,903	602,167
December.....	689,996	429,234
January.....	698,873	405,639
Total.....	3,242,325	2,402,545

	Increase or decrease—	
	1924-25.	1923-24.
On hand beginning of season....	21,711	12,786
August.....	+11,115	+114,217
September.....	+287,617	+208,743
October.....	+474,085	+318,201
November.....	+329,075	+64,000
December.....	+39,000	+61,008
January.....	+325,192	+163,571

	On hand end of month—	
	1924-25.	1923-24.
August.....	92,826	123,003
September.....	380,443	421,746
October.....	855,128	739,947
November.....	1,184,803	803,947
December.....	1,223,803	741,949
January.....	808,671	578,378

## Tons 1924-25. Tons 1923-24.

	1924-25.	1923-24.
*Estimated seed receipts at crude mills season 1924-25.....	4,057,813	3,320,648
On hand beginning of season....	21,711	12,786
Total.....	4,679,524	3,333,434
Of which is so far crushed.....	3,242,325	2,402,545
Destroyed at mills.....	6,901	6,671
Seed on hand.....	898,671	578,378
Seed still to be received.....	531,627	345,840

898,671 tons seed on hand at 300 lbs. crude oil per ton is equivalent to 269,601,300 lbs. crude oil, which at 8 per cent refining loss, equals 248,033,196 lbs. refined oil, or 620,083 barrels.

531,627 tons seed still to be received at 300 lbs. crude oil per ton is equivalent to 159,488,100 lbs. crude oil, which at 8 per cent refining loss, equals 146,729,032 lbs. refined oil or 366,823 barrels.

\*We have this month revised our estimate of the seed receipts on basis of the Government cotton ginning report, which indicated 13,508,067 bales ginned prior to January 16, 1925.

## MOVEMENT OF CRUDE OIL AT CRUDE OIL MILLS.

	Pounds produced—	
	1924-25.	1923-24.
On hand beginning of season..	2,613,014	2,900,209
August.....	17,922,241	15,182,230
September.....	91,756,142	70,409,701
October.....	210,340,747	165,944,081
November.....	231,359,133	178,402,272
December.....	209,471,068	128,667,702
January.....	210,408,573	120,519,497
Total.....	973,870,916	710,080,292

	Shipments—	
	1924-25.	1923-24.
August.....	16,288,528	13,893,026
September.....	72,068,034	56,236,838
October.....	184,831,800	151,114,335
November.....	213,721,576	134,638,485
December.....	207,614,859	120,178,419
January.....	187,057,503	114,865,948
Total.....	881,582,300	599,925,651

	Increase or decrease—	
	1924-25.	1923-24.
On hand beginning of season..	2,613,014	2,900,209
August.....	+15,309,227	+12,282,021
September.....	+19,688,108	+14,232,863
October.....	+23,508,947	+44,830,346
November.....	+17,637,557	+43,763,787
December.....	+1,806,207	+2,510,717
January.....	+23,351,070	+5,055,549

	On hand end of month—	
	1924-25.	1923-24.
August.....	4,246,727	4,188,813
September.....	23,934,835	18,421,676
October.....	49,443,782	32,252,022
November.....	67,081,339	107,015,809
December.....	68,957,546	104,505,092
January.....	92,288,616	110,100,641

## DISTRIBUTION CRUDE OIL HOLDINGS.

	Aug. 1, 1924.	Aug. 31, 1924.
At mills.....	2,613,014	4,246,727
At refineries.....	1,137,089	608,707
In transit to refineries and consumers.....	302,000	3,400,200
Total.....	4,052,703	8,414,094

	Sept. 30, 1924.	Oct. 31, 1924.
At mills.....	23,934,835	49,443,782
At refineries.....	2,065,737	5,455,941
In transit to refineries and consumers.....	17,515,120	27,908,575
Total.....	44,115,692	82,808,298

	Nov. 30, 1924.	Dec. 31, 1924.
At mills.....	67,081,339	68,957,546
At refineries.....	9,315,472	10,124,840
In transit to refineries and consumers.....	30,398,590	26,457,645
Total.....	106,795,401	105,520,037

	Jan. 31, 1925.
At mills.....	92,288,616
At refineries.....	5,890,857
In transit to refineries and consumers.....	22,817,500
Total.....	120,997,033

120,997,033 lbs. crude oil at 8 per cent refining loss, equals 111,817,270 lbs. refined oil, or 278,293 barrels.

## CRUSH PER TON.

During August, 63,541 tons seed produced 17,922,241 lbs. crude oil, equivalent to 282.1 lbs., per ton, or 14.1%, compared to 13.8% last year.

During September, 313,701 tons seed produced 91,756,142 lbs. crude oil, equivalent to 292.4 lbs., per ton, or 14.6%, compared to 14.1% last year.

During October, 707,221 tons seed produced 210,340,747 lbs. crude oil, equivalent to 297.4 lbs., per ton, or 14.9%, compared to 14.8% last year.

During November, 768,903 tons seed produced 231,359,133 lbs. crude oil, equivalent to 300.9 lbs., per ton or 15.0%, compared to 14.8%, last year.

During December, 689,996 tons seed produced 209,471,068 lbs. crude oil, equivalent to 303.6 lbs., per ton or 15.2%, compared to 14.8%, last year.

During January, 698,873 tons seed produced 210,408,573 lbs. crude oil, equivalent to 301.1 lbs., per ton or 15.1%, compared to 14.9% last year.

Total—3,242,325 tons seed produced 971,237,902 lbs. crude oil, equivalent to 299.6 lbs., per ton or 15.0%, compared to 14.7% last year.

## REFINED OIL.

	Pounds produced—	
	1924-25.	1923-24.
On hand beginning of season..	106,799,632	138,112,480
August.....	11,144,121	12,066,749
September.....	58,929,720	40,760,819
October.....	154,225,821	122,128,060
November.....	178,931,200	113,336,949
December.....	187,845,777	107,948,788
January.....	175,255,265	110,195,529
Total.....	873,128,005	644,542,789

	Delivered consumers—	
	1924-25.	1923-24.
August.....	63,742,401	81,488,684
September.....	62,787,348	67,801,840
October.....	131,151,763	92,885,614
November.....	112,231,334	86,590,868
December.....	95,620,027	59,232,824
January.....	104,679,270	81,712,822
Total.....	569,622,203	469,232,118

	Increase or decrease—	
	1924-25.	1923-24.
On hand beginning of season..	106,799,632	138,112,480
August.....	+2,508,540	+62,421,638
September.....	+3,857,619	+27,041,027
October.....	+23,071,058	+29,742,452
November.....	+66,000,926	+20,739,181
December.....	+22,815,750	+48,696,504
January.....	+70,575,995	+28,483,907

	On hand end of month—	
	1924-25.	1923-24.
August.....	54,201,292	68,690,554
September.....	50,343,673	41,649,527
October.....	73,414,731	71,391,979
November.....	140,114,037	98,131,160
December.....	232,930,407	146,827,064
January.....	303,506,402	175,310,671

## DISTRIBUTION REFINED OIL HOLDINGS.

	Aug. 1, 1924.	Aug. 31, 1924.
At refineries.....	95,422,507	46,026,795
At other places.....	3,400,674	2,732,340
In transit from refineries.....	7,970,451	5,442,157
Total.....	106,799,632	54,201,292

	Sept. 30, 1924.	Oct. 31, 1924.
At refineries.....	40,298,166	66,215,844
At other places.....	5,982,118	5,898,753
In transit from refineries.....	4,063,389	4,030,413
Total.....	50,343,673	73,414,731

	Nov. 30, 1924.	Dec. 31, 1924.
At refineries.....	131,510,561	221,345,694
At other places.....	3,723,609	5,898,753
In transit from refineries.....	4,880,427	5,058,900
Total.....	140,114,037	232,930,407

	Jan. 31, 1925.
At refineries.....	287,861,446
At other places.....	8,883,496
In transit from refineries.....	6,941,400
Total.....	303,506,402

## AVERAGE REFINING LOSS.

During August, 12,592,313 lbs. crude oil yielded 11,144,121 lbs. refined oil—11.50% loss compared to 8.28% loss last year.

During September, 63,945,518 lbs. crude oil yielded 58,929,720 lbs. refined oil—7.84% loss compared to 7.73% loss last year.

During October, 165,088,009 lbs. crude oil yielded 154,225,821 lbs. refined oil—6.02% loss compared to 8.53% loss last year.

During November, 195,500,134 lbs. crude oil yielded 178,931,200 lbs. refined oil—8.51% loss, compared to 9.14%, last year.

During December, 204,030,307 lbs. crude oil yielded 187,845,777 lbs. refined oil—7.93% loss, compared to 8.93% loss, last year.

During January, 191,170,496 lbs. crude oil yielded 175,255,265 lbs. refined oil—8.33% loss compared to 10.52% loss last year.

Total—832,984,777 lbs. crude oil yielded 766,328,973 lbs. refined oil—8.00% loss compared to 9.12% loss last year.

## REFINED OIL.

## Summary in barrels of 400 pounds.

	Produced—	
	1924-25.	1923-24.
Old crop stock.....	266,009	345,281
August.....	27,860	30,167
September.....	147,324	101,902
October.....	385,557	305,320
November.....	447,325	283,325
December.....	468,615	268,872
January.....	438,138	275,490
Total.....	2,182,821	1,611,357

	Consumed—	
	1924-25.	1923-24.
August.....	159,356	203,723
September.....	156,908	169,504
October.....	327,879	230,904
November.....	280,578	216,477
December.....	237,576	148,131
January.....	261,098	204,282
Total.....	1,424,055	1,178,080

	On hand—	
	1924-25.	1923-24.
August.....	135,503	171,720
September.....	125,859	104,124
October.....	138,537	178,480
November.....	350,287	245,328
December.....	592,326	367,069
January.....	758,766	438,277

	1924-25.	1923-24.
Refined oil on hand.....	758,766	438,277
Seed on hand will produce.....	620,653	386,055
Crude oil on hand will produce.....	278,293	308,877
Seed still to be rec. will produce.....	306,823	239,841
Total.....	2,023,905	1,364,050

Less approximate carry over for end of season Aug. 1, 1925.... 500,000 \*289,512

Available for coming six months 1,523,905 1,074,538

Monthly average consumption for first six months \*237,342 \*195,513

Monthly average consumption for all six months \*253,994 \*170,090

Monthly average consumption for all twelve months \*245,068 \*187,301

\* Actual. † Available.

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## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

#### Market Active—Prices Stronger—Crude Higher—Better Cash Demand Reported—Lard Strength a Factor—March Discount Felt.

A broader trade and a stronger market developed in cottonseed oil the past week, the market showing a recovery of more than a half cent a pound from the recent lows, on a renewal of general buying and covering. It was influenced in the main by the sharp come-back in lard, and a revival of cash trade, in a moderate way.

On bulges offerings increased somewhat, and while refiners' hedges were persistently in evidence, the offerings were readily absorbed, as sentiment had developed more bullishly, partly due to the continued strength in the grain markets.

#### Mills Buyers of Futures.

At times mills were rather fair buyers of oil futures, against crude sales. The statistical position was lost sight of due to the claims of a better cash oil and compound demand, and reports from the south which indicated that a better trade was passing.

The crude markets rallied  $\frac{1}{4}$  to  $\frac{3}{8}$ ¢, with the futures, and on a better demand, with important interests absorbing a round lot in Texas at the nine cent level, while southeast and Valley crude sold at  $9\frac{1}{4}$ ¢.

The spread between lard and oil widened again to five cents a pound or better, and this resulted in quite a little buying of oil against sales of lard by commission houses.

The January Government report was looked upon as indicating that a better business was on than had been reported. And with the hog situation growing in strength, with hog receipts finally considerably smaller than last year, with hogs 12¢ per lb. in the West, and talk of 14 to 15 for the future, there was more food for thought, which tended to make the professional element go rather slow in pressing the market.

#### Sentiment Somewhat Divided.

On the advances, however, sentiment as was more divided, and with visible stocks still of huge proportions, there was a feeling, in some quarter that the market was still in a more or less two-sided position.

Commission house opinions were mostly bullish, but for the long pull, while South-

ern sentiment appeared confident of higher values based on probable demand later on. Some southern interests went so far as to predict that March's and the balance of the season's monthly consumption would average 300,000 bbls. per month.

The lard market, reflecting the hog situation and renewed speculative buying, advanced over a cent a pound from the recent lows. But in cash circles it was stated that the lard advance had materially curtailed trade.

#### Market Shows Better Feeling.

While there was much in the news the past week of a helpful character to the market, at the same time, all of the sore spots were not eliminated. Not only is the statistical position far from a strong one, but the March delivery, under liquidation prior to tender day which was Thursday, went to fully .60 under May—a full carrying charge, and to about 1.15 under September.

This, the bears figured, was a serious handicap to those bullishly inclined, and,

### SOUTHERN MARKETS.

#### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Feb. 26, 1925.—Prime crude cottonseed oil firm and active at  $9\frac{1}{2}$ ¢, Texas;  $9\frac{1}{4}$  to  $9\frac{3}{4}$ ¢, Valley; offerings light. Refined oil firm. Thirty-six per cent meal, \$36.50; 41 per cent meal, \$38.75; loose hulls, \$10.25; sacked hulls, \$13.50, delivered New Orleans.

#### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Feb. 26, 1925.—Crude cottonseed oil in better demand with  $9\frac{1}{2}$ ¢ Memphis and  $9\frac{3}{4}$ ¢ bid, Valley. Mills not inclined to sell, as they figure hog receipts are on the down grade, which will result in higher lard and oil. Meal dull; 41 per cent, \$35.00, Memphis; loose hulls, \$7.25.

#### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Feb. 26, 1925.—Prime cottonseed delivered Dallas today, \$40.00 ton; prime crude cottonseed oil, f.o.b. Dallas,  $9\frac{1}{2}$  to  $9\frac{3}{4}$ ¢; cracked cake and meal, \$36.00 ton; hulls, \$7.50; mill run linters, 3@6¢; snaps and bollies, \$30.00@35.00 per ton, depending on quality. Market rather dull, very little trading.

while it was admitted that the March interest has been greatly reduced, nevertheless, it was figured that there was still a long interest of fully 25,000 bbls. in that position.

The widening discount for March induced the local shorts, with oil in store here, who had intended making delivery, to switch their March to later months, as was the case with some of the refiners. But nevertheless it was expected that somewhere between five and seven thousand barrels would be delivered during the month.

It was said that there is a possibility that one of the leading refiners may take in oil on March delivery, with the intent of re-delivering it on May contracts. The majority, however, were of the opinion that the March-May difference would narrow, rather than widen, from this level.

#### Oil Situation is Peculiar.

The situation in oil continues rather peculiar. There are many bulls and they are carrying a heavy load, which makes for a rather unhealthy technical position. It is argued that sooner or later the refiner will be forced to take back his hedges, but this time has not approached as yet, and with seed and crude apparently still moving, the hedges in the market appear to be increasing rather than decreasing.

The census bureau report on cottonseed and its products was as follows:

COTTONSEED.			
	1924-25	1923-24	
Stock August 1, tons.....	22,000	22,000	
Received at mills, 6 months.....	4,126,000	2,975,000	
Crushed, same time.....	3,242,000	2,403,000	
On hand, January 31st.....	899,000	578,000	
CRUDE OIL.			
Stock August 1st, lbs.....	4,053,000	5,103,000	
Produced six months.....	971,258,000	707,186,000	
Shipped out, same time.....	881,582,000	596,926,000	
Stock, January 31st.....	120,997,000	135,935,000	
REFINED OIL.			
Stock August 1, lbs.....	106,800,000	138,112,000	
Produced six months.....	766,329,000	506,430,000	
Stock January 31st.....	303,506,000	175,311,000	
Crude Oil Exports to date,			
pounds.....	13,779,000	15,790,000	
Refined Oil Exports to date,			
pounds.....	18,376,000	7,899,000	
REFINED COTTONOIL CONSUMPTION.			
	1924-25	1923-24	
Stock July 31st, lbs.....	106,800,000	138,112,000	
Produced six months.....	766,329,000	506,430,000	
Total supply.....	873,129,000	644,542,000	
Stock January 31st.....	303,506,000	175,311,000	
Consumed, domestic - export			
six months.....	569,623,000	469,231,000	
Equal in barrels.....	1,424,000	1,173,000	

The total disappearance for the month

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was apparently 262,000 bbls. against 238,000 bbls. the previous month and 204,000 bbls. last year. The visible supply of oil and seed was equal to 1,657,000 bbls. against 1,670,000 bbls. the previous month and 1,150,000 bbls. last year.

The visible supply decreased 13,000 bbls. for the month against a decrease of 53,000 bbls. in January last year.

Visible supply is figured on 300 lbs. crude to a ton of seed and 8% refining loss.

**COTTONSEED OIL**—Market transactions—

Friday, February 20, 1925.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1050	a 1100
Feb.			1050	a 1100
Mar.	2700	1078 1062	1065	a 1067
April			1085	a 1097
May	6200	1112 1100	1102	a 1103
June			1114	a 1127
July	5000	1145 1133	1133	a 1134
Aug.	1100	1157 1146	1147	a 1150
Sept.	5700	1161 1149	1150	a 1151

Total sales, including switches, 22,900 P. Crude S. E. 9 Sales.

Saturday, February 21, 1925.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1050	a 1100
Feb.			1050	a 1100
Mar.	700	1064 1061	1064	a 1065
April			1085	a 1090
May	1200	1103 1100	1102	a 1105
June			1110	a 1125
July	2300	1133 1131	1131	a 1133
Aug.	100	1144 1144	1142	a 1148
Sept.	3300	1153 1150	1153	a 1155

Total sales, including switches, 9,600 P. Crude S. E. 9 Sales.

Monday, February 23, 1925.

Holiday.

Tuesday, February 24, 1925.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1060	a 1100
Feb.			1060	a 1100
Mar.	4100	1085 1070	1079	a 1080
April	100	1110 1110	1105	a 1112
May	5600	1125 1113	1116	a 1117
June			1130	a 1140
July	7000	1159 1147	1151	a 1153
Aug.	200	1160 1160	1160	a 1165
Sept.	8100	1177 1164	1169	a 1171

Total sales, including switches, 28,900 P. Crude S. E. 9-9¼.

## THE EDWARD FLASH CO.

29 BROADWAY, N. Y. CITY

## BROKERS EXCLUSIVELY

## VEGETABLE OILS

In Barrels or Tanks

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## COTTON OIL FUTURES

On the New York Produce Exchange

Wednesday, February 25, 1925.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1050	a 1100
Feb.			1050	a 1100
Mar.	2800	1085 1065	1060	a 1066
April	200	1089 1089	1087	a 1089
May	5000	1135 1122	1124	a 1126
June	400	1150 1150	1130	a 1150
July	13600	1166 1155	1161	a 1163
Aug.			1170	a 1174
Sept.	9500	1185 1174	1178	a 1179

Total sales, including switches, 35,500 P. Crude S. E. 9¼-½.

Thursday, February 26, 1925.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot			1065	a 1100
Mar.	1070	1060 1066	1066	a 1068
April			1090	a 1094
May	1131	1125 1127	1127	a 1128
June	1150	1149 1140	1155	a 1155
July	1169	1162 1165	1165	a 1166
Aug.	1176	1176 1174	1174	a 1178
Sept.	1188	1180 1184	1184	a 1185
Oct.			1152	a 1160

SEE PAGE 33 FOR LATER MARKETS.

**COCOANUT OIL**—A limited demand continued to make for an unsteady market, but a firming up in other directions tended to check selling pressure, and made for more mixed sentiment. A fair demand for future delivery was reported.

At New York, Ceylon, bbls., quoted 10¼@11c; tanks, 9c; Tanks Pacific coast, 8½c; Cochiti, bbls., New York, 11¼c; edible, bbls., 11¼c.

**SOYA BEAN OIL**—The market was quiet but rather steady with a lack of selling pressure, but buying interest was more or less routine. At N. Y. crude barrels quoted 13@13¼c; edible, 13@13¼c; sellers tanks, Pacific coast 11@11¼c.

**CORN OIL**—The market has been irregular but has been showing a steadier tone with a rally in cottonoil. Demand in only fair, but offerings on the whole were lighter. Refined oil demand was reported slow.

At N. Y. crude barrels quoted at 11¼c; refined barrels, 13@13¼c; cases, 13.88; buyer stanks f.o.b. mills, 9c.

**PALM OIL**—The market continued dull and rather heavy with interest practically featureless owing to the continued heaviness and the relative cheapness of tallow. At N. Y. lagos spot quoted 9¼c; shipment, 9c; Nigre spot, 8½c; shipment, 8½c.

**PALM KERNEL OIL**—Demand was fair and offerings firmly held with imported casks N. Y. quoted at 9¼@9½c.

**SESAME OIL**—The market continues in an unfavorable competitive position with offerings from abroad firmly held and domestic oils, relatively cheaper. Edible sesame spot quoted N. Y. 15¼c nominal.

## The Fort Worth Laboratories

Consulting, Analytical Chemists  
and Chemical Engineers

828½ Monroe Street

FORT WORTH, TEXAS

**COTTON OIL**—The market was firmer with a little better demand reported, but there is no scarcity of this oil in sight. At N. Y. refined barrels quoted at 11¼@11½c; southeast and valley crude, 9¼c; Texas, 9c sales and bid.

## COTTON OIL MILL YIELDS.

(Special Report to The National Provisioner from The Fort Worth Laboratories.)

Fort Worth, Tex., Feb. 20, 1925.—In northern and western Texas and Oklahoma the frosts cause the cotton bolls to break open before the cotton has matured. This results in a low-grade cotton and in seed not fully matured. In some seasons the oil content of these bollie seed is higher than prime seed, and in other seasons it is lower.

This season there was an unusual quantity of empty seed in the bollie seed. These empty seed are extremely dry.

In going through the hullers they are pulverized. Experience has taught that fine hulls increase the oil left in cake by clogging up the drainage pores. The increased oil left in cake this season is probably due to the empty seed in this bollie seed.

Analyses in Texas and the southwest show the following results:

### SEED ANALYSIS.

	Mois- ture.	Am- monia in seed.	P.C. oil.	Yield 100 lbs. waste Lbs. cake oil. 8.37% A.
Avg., all samples...	7.14	3.99	17.47	36.7 847
Best sample avg...	7.15	4.03	18.72	42.4 857
Lowest sample avg...	8.77	3.89	16.02	33.0 825
Avg. same mo. '24...	9.32	4.07	16.03	33.0 866
Annual avg. '24...	8.92	4.27	17.20	36.1 913

### CRUDE OIL

	Refining Loss	Color Red	Acid Free
Avg., all samples...	8.5	6.8	2.4
Best sample avg...	4.6	3.8	1.6
Lowest sample avg...	23.6	19.0	9.2
Avg. same mo. '24...	12.8	8.4	2.9
Annual avg. '24...	12.2	7.8	3.0

### CAKE AND MEAL

	Mois- ture.	Am- monia.	Pro- tein.	Oil.	Stand- ard.
Avg., all mills...	8.00	8.37	42.99	6.43	0.76
Best avg. result...	7.15	8.31	42.68	5.07	0.61
Worst avg. result...	9.51	7.73	39.77	7.26	0.83
Avg. same mo. '24...	8.33	8.34	42.86	6.04	0.72
Annual avg. '24...	8.14	8.22	42.26	6.07	0.73

### HULLS.

	Whole Seeds and Meats	Oil in Hulls	Total Oil	\$ Less For T. Seed in Exc. of Standard	Standard
Avg. all mills...	0.25	0.91	1.06	0.24	2.91
Best avg. result...	0.06	0.61	0.66	0.06	1.76
Worst avg. result...	1.20	1.58	2.78	0.28	4.88
Avg. same mo. '24...	0.05	0.58	0.63	0.06	1.76
Annual avg. '24...	0.09	0.67	0.74	0.10	1.97

## COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, February 1 to February 25, 712 bbls.

## The Procter & Gamble Co.

Refiners of all Grades of

## COTTONSEED OIL

Puritan, Winter Pressed Salad Oil

Boreas, Prime Winter Yellow

Venus, Prime Summer White

Sterling, Prime Summer Yellow

Moonstar Coconut Oil

P&G Special (Hardened) Coconut Oil

Refineries: IVOYDALE, OHIO

PORT IVORY, N. Y.

KANSAS CITY, KAN.

MACON, GA.

DALLAS, TEXAS

HAMILTON, CANADA

White Clover Cooking Oil

Marigold Cooking Oil

Jersey Butter Oil

General Offices:

CINCINNATI, OHIO

Cable Address: "Procter"

## GEO. H. JACKLE

BROKER

40 Rector St., NEW YORK

Tankage

Liquid Stick

Bone Meal

Cracklings

Blood

Bones

Hoofs

Horns

Let Me Sell Your By-Products  
for You.

## Our Year's Work

**T**RADITION makes January first a day of resolutions. In these pages a month ago we made public our resolution for 1925.

To fulfill this purpose means that during all the working days of 1925 we shall devote our knowledge, ability, purpose and energy, physical and mechanical, to the further development of Canco Service. That is our duty to our customers.

That we may justify your confidence and retain your co-operation—to this we heartily dedicate our effort.

Canco Service is a living fact to us; we want it to mean the same to you.

**American Can Company**  
NEW YORK CHICAGO SAN FRANCISCO

**American Can**

CONTAINERS OF TIN PLATE BLACK IRON GALVANIZED IRON FIBRE

**CANCO**

## DO YOU KNOW THAT

**HAMS** for boiling may be cured in 5 to 10 days.

**BACON** box cured, ready for smoke in 12 to 15 days

**SAUSAGE** meats may be cured in 24 to 48 hours.

Perfect Cure — Perfect Color — Less Shrinkage.

### - How? -

By using **PRAGUE (HANSA) PICKLING SALT**, mined and refined in old Germany, imported by us through the co-operation of Mr. Harry Lavin of Canton, Ohio, for the use of our American and Canadian customers.

### - Saving -

The quick curing of hams saves more than half your time, more than half your space, and the quick turn-over makes it possible for you to buy and sell on the market on about half the capital investment.

### - Quality -

**BOILED HAMS**, cured quickly, retain all their original binding qualities. They retain the rich fresh flavor, and fine pink color that nature provides. The color does not fade. These properties, if preserved, are the ones that increase the consumption of your product.

**SAUSAGE MEATS**, quickly cured with **PRAGUE (HANSA) PICKLING SALT** will increase your sausage business. The fiber will be more tender, the teasing pink color will increase your sale, and the binding qualities will be increased. Color and flavor are the important qualities.

**SUGAR CURED BOX BACON** holds to the sweet flavor. Holds color and firmness.

### - Supplies -

Our first carload is already contracted or sold, and our next car will arrive in about six weeks. The famous **PRAGUE (HANSA) PICKLING SALT** is packed in original 110-lb. Sacks, price 15c per lb. f.o.b. Chicago or Baltimore. Send your estimated monthly requirements with your order, direct to the Chicago Office. Formulas and directions mailed to you with first invoice.

**THE GRIFFITH LABORATORIES**

4103 S. LaSalle St.,

Chicago, Ill.



# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Hog products active and strong at close of week with smaller receipts and strength in hogs, with top Chicago at \$12.40. Commission houses are persistent buyers, absorbing offerings, and market is helped further by strength in grain. Packers report some improvement in cash trade, especially lard. Export demand, however, poor.

### Cottonseed Oil.

Cottonseed oil made further gains through general commission house buying, following lard gains and reports of better oil and compound demand. March deliveries so far, 7,200 bbls., taken mostly by local interests, owing to favorable carrying charges. March liquidation readily absorbed. Southeast and Valley crude oil, 9½c, sales; Texas, 9¼c.

Quotations on cottonseed oil at Friday noon, were: March, \$10.70@10.76; April, \$10.96@10.98; May, \$11.28@11.31; June, \$11.31@11.60; July, \$11.67@11.68; August, \$11.78@11.79; September, \$11.87@11.88.

### Tallow.

Tallow, extra, 8½@9c.

### Oleo Oil and Stearine.

Stearine, oleo, 10¼c nominal.

## FRIDAY'S GENERAL MARKETS.

New York, Feb. 27, 1925.—Spot lard at New York, prime western, \$16.85@16.95; middle western, \$16.70@16.80; city, \$16.25; refined, continent, \$16.75; South American, \$17.75; Brazil kegs, \$18.75; compound, \$13.25.

### Liverpool Provision Markets.

Liverpool, Feb. 27, 1925.—(By Cable)—Shoulders square, 67s; picnics, 63s; hams, long cut, 89s; hams, American cut, 92s; bacon, Cumberland cut, 86s; short backs, 93s; bellies, clear, 103s; Wiltshires, 84s; Canadian, 94s; spot lard, 84s 6d.

### Hull Oil Market.

Hull, England, Feb. 27, 1925.—(By Cable).—Refined cottonseed oil, 44s, crude cottonseed oil, 40s 9d.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to February 27, 1925, show exports from that country were as follows: To England, 57,905 quarters; to the continent, 141,223 quarters; to other ports, none.

Exports of the previous week were: To England, 127,596 quarters; to the continent 150,091 quarters, to other ports, none.

## CURRENT LARD STATISTICS.

Lard produced, consumed and stocks on hand, included both domestic consumption and exports for January, 1925, with comparisons, are reported as follows:

LARD PRODUCED, CONSUMED AND STOCKS			
ON HAND			
(A) (1) PRODUCED			
	1925	1924	
	Pounds	Pounds	
January .....	194,213,000	227,689,000	
CONSUMED			
(B) (2) Exports			
January .....	Not available	136,153,858	
(C) Domestic			
January .....	Not available	86,745,142	
TOTAL			
January .....	142,655,000	222,899,000	
(D) STOCKS HELD END OF MONTH			
On hand beginning year	61,049,000	49,340,000	
January .....	112,007,000	54,130,000	
(A) Includes entire production, both neutral and other edible by federal inspected plants and also production, both neutral and other edible, by plants not federally inspected, except a few small ones, but does not include production on farms.			
(B) Includes both neutral and other edible lard.			
(C) Apparent consumption.			
(D) Includes stock held in cold storage plants and packing house plants only.			
(1) Source:—Bureau of Agricultural Economics, Dept. of Agriculture.			
(2) Source:—Bureau of Foreign and Domestic Commerce, Dept. of Commerce.			

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, February 26, 1925, as follows:

Fresh Beef—					
STEEERS:					
	CHICAGO.	BOSTON.	NEW YORK.	PHILA.	
Choice .....	\$16.00@18.00	\$15.50@16.00	\$16.00@17.50	\$17.00@18.00	
Good .....	15.00@17.00	14.00@15.00	13.00@15.00	14.00@15.00	
Medium .....	13.00@15.00	12.50@13.50	12.00@13.00	13.00@14.00	
Common .....	8.00@11.00		11.00@12.00		
COWS:					
Good .....	12.00@14.00	11.00@12.00	11.00@11.50	11.00@12.00	
Medium .....	9.00@11.00	10.00@11.00	9.50@11.00	10.00@11.00	
Common .....	7.00@8.00	8.50@9.50	7.50@9.50		
BULLS:					
Good .....			9.00@10.00		
Medium .....	7.50@8.00		8.00@8.50		
Common .....	7.00@7.50				
Fresh Veal—					
Choice .....	18.00@20.00		20.00@22.00		
Good .....	16.00@18.00		18.00@20.00		
Medium .....	13.00@15.00	13.00@16.00	15.00@17.00	15.00@17.00	
Common .....	8.00@12.00	9.00@12.00	12.00@14.00	10.00@14.00	
Fresh Lamb and Mutton—					
LAMB:					
Choice .....	27.00@28.00	28.00@29.00	28.00@30.00	29.00@31.00	
Good .....	25.00@26.00	27.00@28.00	27.00@29.00	28.00@29.00	
Medium .....	23.00@25.00	25.00@27.00	25.00@27.00	25.00@27.00	
Common .....	21.00@23.00				
MUTTON:					
Good .....	14.00@16.00	15.00@17.00	16.00@18.00	17.00@18.00	
Medium .....	11.00@13.00	13.00@15.00	15.00@16.00	15.00@17.00	
Common .....	9.00@11.00	11.00@13.00	13.00@15.00	13.00@14.00	
Fresh Pork Cuts—					
LOINS:					
8-10 lb. average .....	18.00@19.00	18.50@19.00	19.00@20.50	17.00@19.00	
10-12 lb. average .....	17.00@18.00	18.50@19.00	18.50@19.50	17.00@18.50	
12-15 lb. average .....	16.00@17.00	17.50@18.00	17.50@18.50	16.00@17.50	
15-18 lb. average .....	14.50@15.50	16.00@17.00	16.50@17.50	15.50@17.00	
18-22 lb. average .....	13.50@14.50	15.50@16.50	16.00@16.50	15.00@16.00	
SHOULDER:					
Skinned .....	12.50@13.50		13.00@14.00	13.00@14.50	
PICNICS:					
4-6 lb. average .....	12.00@13.00	13.50@14.00	12.50@13.00	13.50@14.00	
6-8 lb. average .....		13.00@13.50	12.00@12.50	13.00	
BUTTS:					
Boston style .....	16.00@17.00		18.00@20.00	16.00@18.00	

\* Veal prices include "hide on" at Chicago and New York.

## RECEIPTS AT CENTERS.

SATURDAY, FEBRUARY 21, 1925.

	Cattle.	Hogs.	Sheep.
Chicago .....	500	7,000	2,000
Kansas City .....	250	3,500	250
Omaha .....	900	16,200	2,100
St. Louis .....	200	4,000	400
St. Joseph .....	50	4,500	2,500
Sioux City .....	600	16,000	500
St. Paul .....	100	500	
Oklahoma City .....	100	2,000	
Fort Worth .....	300	1,700	
Milwaukee .....		200	
Denver .....	100	100	3,000
Louisville .....	100	500	
Wichita .....	100	300	
Indianapolis .....	200	5,000	100
Pittsburgh .....	100	1,500	300
Cincinnati .....	300	2,500	100
Buffalo .....	100	1,500	400
Cleveland .....	200	2,000	400
Nashville, Tenn. ....		400	
Toronto .....	400	300	100

MONDAY, FEBRUARY 23, 1925.

	Cattle.	Hogs.	Sheep.
Chicago .....	21,000	78,000	22,000
Kansas City .....	12,000	13,000	6,000
Omaha .....	8,500	13,500	6,000
St. Louis .....	5,200	13,000	1,000
St. Joseph .....	2,500	10,000	7,100
Sioux City .....	3,500	18,000	1,200
St. Paul .....	3,300	17,500	1,700
Oklahoma City .....	900	600	
Fort Worth .....	3,800	3,000	200
Milwaukee .....	200	500	
Denver .....	3,900	1,900	6,100
Louisville .....	600	800	400
Wichita .....	5,400	1,800	200
Indianapolis .....	900	4,000	100
Pittsburgh .....	700	5,000	1,500
Cincinnati .....	1,000	4,000	100
Buffalo .....	1,400	9,000	2,000
Cleveland .....	800	6,000	2,000
Nashville, Tenn. ....	200	700	200
Toronto .....	3,100	1,700	200

TUESDAY, FEBRUARY 24, 1925.

	Cattle.	Hogs.	Sheep.
Chicago .....	12,000	32,000	14,000
Kansas City .....	8,000	9,000	10,000
Omaha .....	7,500	14,000	8,000
St. Louis .....	5,000	13,000	800
St. Joseph .....	2,800	7,000	4,500
Sioux City .....	2,200	22,000	2,200
St. Paul .....	1,700	14,000	500
Oklahoma City .....	1,000	900	
Fort Worth .....	1,000	2,500	400
Milwaukee .....	700	2,800	16,000
Denver .....	800	1,200	400
Louisville .....	800	700	200
Wichita .....	800	1,200	400
Indianapolis .....	900	8,000	100
Pittsburgh .....	1,000	6,000	500
Cincinnati .....	400	3,200	100
Buffalo .....	200	2,000	600
Cleveland .....	200	2,000	600
Nashville, Tenn. ....	100	500	
Toronto .....	900	800	100

WEDNESDAY, FEBRUARY 25, 1925.

	Cattle.	Hogs.	Sheep.
Chicago .....	7,000	22,000	14,000
Kansas City .....	6,000	7,000	8,000
Omaha .....	5,000	15,000	13,500
St. Louis .....	2,700	12,000	800
St. Joseph .....	2,500	10,500	4,000
Sioux City .....	3,000	23,000	1,500
St. Paul .....	2,800	19,000	1,200
Oklahoma City .....	1,000	1,100	
Fort Worth .....	2,300	1,000	200
Milwaukee .....	400	1,200	200
Denver .....	900	1,000	13,000
Louisville .....	200	700	
Wichita .....	1,100	1,400	300
Indianapolis .....	1,000	6,000	200
Pittsburgh .....	1,000	2,000	400
Cincinnati .....	500	4,100	200
Buffalo .....	100	4,000	1,000
Cleveland .....	300	6,000	800
Nashville, Tenn. ....	100	500	
Toronto .....	1,100	2,000	100

THURSDAY, FEBRUARY 26, 1925.

	Cattle.	Hogs.	Sheep.
Chicago .....	11,000	35,000	16,000
Kansas City .....	8,000	9,500	8,000
Omaha .....	3,200	14,000	4,500
St. Louis .....	1,500	9,000	300
St. Joseph .....	1,800	7,000	6,000
Sioux City .....	1,800	14,000	2,000
St. Paul .....	2,100	13,000	500
Oklahoma City .....	1,100	1,400	
Fort Worth .....	2,500	1,500	100
Milwaukee .....	600	2,500	200
Denver .....	1,200	2,300	15,200
Louisville .....	700	500	300
Wichita .....	800	6,000	100
Indianapolis .....	800	1,500	300
Pittsburgh .....	500	3,400	100
Cincinnati .....	100	1,800	600
Buffalo .....	300	4,000	1,000

FRIDAY, FEBRUARY 27, 1925.

	Cattle.	Hogs.	Sheep.
Chicago .....	4,900	29,000	10,000
Kansas City .....	1,500	7,000	3,000
Omaha .....	1,500	15,000	9,500
St. Louis .....	1,000	12,000	500
St. Joseph .....	800	5,500	3,500
Sioux City .....	1,200	18,000	1,500
St. Paul .....	1,200	7,500	1,000
Oklahoma City .....	800	1,200	
Fort Worth .....	2,000	1,300	400
Milwaukee .....	100	1,000	
Denver .....	200	500	2,100
Wichita .....	300	800	100
Indianapolis .....	800	7,000	200
Pittsburgh .....	200	3,800	100
Cincinnati .....	200	3,200	6,000
Buffalo .....	300	3,500	500

## LIVE STOCK MARKETS

### CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics  
Chicago, Feb. 26, 1925.)

**CATTLE**—A healthy undertone featured the general fat cattle market. Values generally continued to advance. Receipts, while larger than a week earlier, were only moderate.

Fed steers advanced 25@50c, mostly 35 @50c, practically all grades shared the advance. Weighty matured steers are becoming scarce. Weighty steers averaging 1,571 lbs. reached \$11.50, numerous loads making \$10.75@11.35.

Handy weights sold upward to \$12.00 and long yearlings \$12.25. Best mixed yearlings touched \$11.50, choice yearling heifers scoring \$10.50. A spread of \$8.75 @10.75 took most fed steer offerings.

Desirable light heifers advanced 25@40c, numerous lots turning at \$7.00@8.00. Lower grades of fat cows gained more than good to choice weighty kinds.

Bulls lost 10@15c and veal calves after considerable fluctuation finished steady to 50c higher.

**HOGS**—Six days of persistently advancing prices carried the top on heavy butchers to \$12.20, the highest figure reached since the week ending November 20, 1920, and 80c higher than best rates current last Thursday.

Gains of \$1.00 were generally scored by light lights and slaughter pigs. Packing sow values showed a 60@75c upturn for the period.

Generally lighter receipts, both at Chicago and around the market circle, coupled with urgent buying on the part of practically all interests, was responsible for the bulge.

**SHEEP**—Breadth of demand from all interests injected a degree of life into the fat lamb trade and prices were well sustained throughout the period, gradual price improvement working values upwards around 25c for the week. Desirable weight fat lambs were in the vanguard of demand and these sold readily at \$17.75 @18.00, closing sessions establishing the \$18.00 lamb on a decidedly firmer basis.

Discrimination against excessive weight continued to be emphasized and these descriptions sold slowly at \$17.25@17.75

mostly, Colorado and Nebraska feedlot offerings comprising the majority of this type.

Aged sheep in killing flesh were offered in comparatively limited numbers and values gained around 25c. A spread of \$8.50@9.25 took most fat ewes with best offered making \$9.50.

### KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics  
Kansas City, Mo., Feb. 26, 1925.)

**CATTLE**—Sharp price advances again characterized the trade in beef steers and yearlings during the week. Continued light supplies and an improvement in the dressed beef trade were the principal price supports.

In general beef steers and yearlings registered a 35@50c upturn, with instances of a 75c advance over a week ago. Better grades of all weights show the maximum improvement with heavy steers receiving less severe discrimination. Quality was largely medium to good with comparatively few steers of value to sell below \$8.00 on closing days.

Highest price of \$11.50 was paid for a

load of handy weights. Heavies reached the \$10.65 mark. Partloads of yearlings sold upward to \$11.00. Bulk of fed offerings sold at \$8.25@10.25 at the close.

Continued scarcity of the stock resulted in butcher cows advancing 25@50c while heifers show a 50@75c upturn. Canners and cutters are strong to 15c higher. Bulk of butcher cows are clearing at \$4.75@6.50, and heifers at \$6.00@8.00.

Bulls showed some price improvement on closing days and values are 15@25c higher. Bolognas sell at \$4.25@4.75 and heavy beef bulls at \$4.75@5.25.

Calves advanced 25@50c at the close, when bulks of veals cleared at \$9.50@10.50.

**HOGS**—Continued light receipts of hogs resulted in price gains of 90c@1.10 with lights and underweights showing the maximum advance. Several loads of choice 240@325 lb. butchers made the week's top on today's market at \$12.00, the highest price paid since November, 1920.

Bulk of good to choice 180@325 lb. averages are now clearing at \$11.75@12.00, and most 130@150 lb. selections turned within the spread of \$10.75@11.15. Strong-weight killing pigs sold up to \$10.00 late.

Packing sows are generally 60@75c higher, with the bulk at \$11.15.

**SHEEP**—Lamb values were subjected to daily fluctuations but increased ship-

### LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, February 26, 1925, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
TOP	\$12.20	\$12.00	\$11.90	\$12.30	\$11.75
BULK OF SALES	11.60@12.10	11.50@12.00	11.25@11.85	11.90@12.20	11.00@11.65
Hvy. wt. (250-350 lbs.), med.-ch.	11.85@12.20	11.70@12.00	11.50@11.90	12.10@12.30	11.50@11.75
Med. wt. (200-250 lbs.), med.-ch.	11.45@12.15	11.60@12.00	11.35@11.85	12.05@12.30	11.35@11.70
Lt. wt. (100-200 lbs.), com.-ch.	11.25@12.00	10.75@11.90	10.85@11.75	11.40@12.15	11.25@11.60
Lt. lt. (130-160 lbs.), com.-ch.	10.25@11.70	9.75@11.50	10.00@11.35	10.75@11.90	10.50@11.40
Packing hogs, smooth	11.00@11.35	11.10@11.20	10.90@11.25	10.80@10.75	10.50@10.85
Packing hogs, rough	10.90@11.10	10.75@10.90	10.75@10.90	10.15@10.60	10.25@10.50
Slighter pigs (130 lb. down), med.-ch.	9.50@10.75	8.00@10.00	8.25@10.50	9.50@11.00	9.75@10.25
Av. cost and wt. Wed. (pigs excluded)	11.70-225 lb.	11.52-229 lb.	11.40-217 lb.	11.86-222 lb.	.....
<b>Slaughter Cattle and Calves:</b>					
STEERS (1,100 LBS. UP):					
Choice and prime	11.00@12.50	10.10@12.50	10.00@12.50	10.25@12.50	.....
Good	10.00@11.75	9.10@11.40	9.00@11.35	9.50@11.75	8.75@10.50
Medium	8.35@10.35	7.50@ 9.60	7.60@ 9.50	7.75@ 9.50	7.25@ 9.25
Common	6.75@ 8.35	5.75@ 7.50	5.75@ 7.60	6.00@ 7.75	5.25@ 7.25
STEERS (1,100 LBS. DOWN):					
Choice and prime	11.75@12.75	11.40@12.75	11.50@12.65	11.75@12.75	.....
Good	10.50@11.75	9.60@11.50	9.75@11.60	9.75@11.75	9.50@11.50
Medium	8.00@10.50	7.35@ 9.00	7.50@ 9.85	7.50@ 9.75	7.00@ 9.50
Common	6.00@ 8.00	5.65@ 7.35	5.65@ 7.50	5.75@ 7.50	5.00@ 7.00
Canner and cutter	4.00@ 6.00	3.75@ 5.65	3.85@ 5.65	3.75@ 5.75	3.50@ 5.00
LT. YRLG. STEERS AND HEIFERS:					
Good to prime (800 lbs. down)	9.05@12.00	9.35@11.85	9.15@11.85	9.50@12.00	8.50@11.25
HEIFERS:					
Good choice (850 lbs. up)	8.25@10.30	7.50@10.35	7.25@10.40	7.00@ 9.50	6.50@ 9.25
Common-med. (all weights)	5.50@ 8.25	4.25@ 7.50	4.40@ 7.25	4.25@ 7.00	3.25@ 6.50
<b>COWS:</b>					
Good and choice	5.50@ 7.50	5.35@ 7.10	5.35@ 7.35	6.00@ 7.50	5.25@ 6.50
Common and medium	4.00@ 5.50	4.00@ 5.35	4.25@ 5.35	4.50@ 6.00	3.75@ 5.25
Canner and cutter	2.75@ 4.00	2.50@ 4.00	2.65@ 4.25	2.25@ 4.50	2.50@ 3.75
<b>BULLS:</b>					
Good-ch. (beef yrags. excluded)	4.85@ 5.75	4.75@ 5.65	4.65@ 5.50	3.00@ 6.25	4.50@ 6.25
Can.-med. (canner and bologna)	3.50@ 4.85	2.85@ 4.75	3.00@ 4.05	3.00@ 6.00	3.45@ 4.60
<b>CALVES:</b>					
Med.-ch. (160 lbs. down)	10.00@14.00	7.50@11.00	8.00@11.50	7.00@13.00	6.50@10.75
Cull-com. (160 lbs. down)	6.00@10.00	4.50@ 7.50	4.50@ 8.00	4.00@ 7.00	3.00@ 6.50
Med.-ch. (190-200 lbs.)	6.00@13.75	5.50@10.50	5.50@11.00	6.50@13.00	4.00@10.00
Med.-ch. (260 lbs. up)	4.50@ 9.50	4.25@ 7.50	4.50@ 8.25	4.00@ 7.50	3.50@ 6.00
Cull-com. (190 lbs. up)	3.50@ 7.75	3.00@ 5.50	3.00@ 5.25	3.00@ 4.00	2.00@ 4.00
<b>Slaughter Sheep and Lambs:</b>					
(Quotations on full woolled basis.)					
Lambs, med.-pr. (84 lbs. down)	15.00@18.00	15.00@17.00	14.50@17.10	15.25@17.25	14.00@17.00
Lambs, cull-com. (all weights)	13.00@15.00	12.25@15.00	12.50@14.50	13.50@15.25	12.00@14.00
Yearling wethers, med.-prime	12.50@15.50	12.00@14.50	12.50@14.25	12.00@15.25	11.50@14.50
Wethers, med.-pr. (2 yrs. old and over)	8.50@12.50	7.75@10.75	8.00@11.00	8.00@11.75	7.25@11.50
Ewes, common to choice	6.25@ 9.75	6.25@ 9.35	6.00@ 9.45	8.00@ 9.25	5.50@ 9.25
Ewes, canner and cull	3.00@ 6.25	2.25@ 6.25	2.50@ 6.00	3.00@ 6.00	2.00@ 5.50

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ping order assisted in preventing serious declines. Prices are steady with a week ago, the top being \$17.15 and the bulk at \$16.50@17.00.

Sheep were in limited supply and prices gained 25@50c. Fat ewes topped at \$9.35 and others went at \$8.50@9.00.

### OMAHA.

(Reported by U. S. Bureau of Agricultural Economics  
Omaha, Nebr., Feb. 26, 1925.)

**CATTLE**—Fed steers and yearlings were in broad demand all week, improved killing quality attracting outside orders. Daily prices ruled strong to higher with the upturn for the week measuring around 50c. Choice weighty steers established the week's top prices of \$10.65 and medium weights reached \$10.50.

Butcher cows and heifers advanced 25 @50c while veal and bulls held mostly steady.

**HOGS**—Curtailed receipts here and elsewhere coupled with broad shipper inquiry were the major bullish factors in the upward swing of hog prices during the week. An advance measuring 75c@\$1.00 is reflected by the week's closing sales as compared with last Thursday.

Current bulk of sales \$11.25@11.85; top, \$11.90.

**SHEEP**—Reaction for the better featured early this week on fed lambs but with today's market dull and lower, part of the early upturns were wiped out. Compared with last Thursday current lamb values are 15@25c higher; bulk \$16.60@16.75; top, \$17.00.

Fat sheep developed strength, upturns amounting to 25@50c; medium and good ewes \$7.25@9.10; top, \$9.45

### ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics  
E. St. Louis, Ill., Feb. 26, 1925.)

**CATTLE**—Moderate receipts and broad demand effected a further advance on cattle values this week. Light weight, medium quality steers comprised the major portion of that class.

Compared week ago beef steers, light yearlings, heifers and cows 25@50c higher; other killing classes and feeding steers steady.

Tops for week: Matured steers, \$9.50; yearlings, \$10.50; light mixed yearlings, \$10.35. Bunks for week: Steers, \$7.00@9.00; fat light yearlings, \$9.00@10.00; fat cows, \$4.75@6.00; canners, \$2.25@2.75; bologna bulls, 4.50@5.00.

**HOGS**—With receipts about 10,000 smaller this week than last and well below requirements of the trade, the hog market went ballooning. Reaching the \$12.00 mark Tuesday, prices continued the climb and today a \$12.30 top established the highest price paid locally since November 18, 1920.

Butcher hogs are 75@85c higher than last week; light lights and pigs are \$1.00 @1.25 higher; packing sows 50@60c higher, and the bulk of butcher hogs today brought \$11.90@12.20; light lights,

\$11.00@11.85; good weight pigs, \$10.50@11.00; kinds scaling 110 lbs. downward to \$9.50@10.25; and packing sows \$10.75.

**SHEEP**—Local feed barns furnished the only good lambs offered this week. These, mostly Nebraskas, sold about 50c higher than a week earlier; bulk \$17.50@17.75, top \$17.75.

Only about 1,000 head of natives comprised fresh arrivals, and sold at \$16.50@17.00, largely, a few \$17.25, with culls at \$14.00.

The aged sheep market showed strength, bulk of fat ewes making \$8.50@9.25.

### ST. JOSEPH.

(Special Letter to the National Provisioner.)

**CATTLE**—Cattle receipts for two days this week around 5,000 compared with 6,000 a week ago. There was a fair degree of activity to the trade both days and values are generally steady on all classes, with spots strong on yearlings and she stuff.

Best steers, some averaging 1,117 and 1,494 lbs., brought \$10.25, while bulk of all sales ranged \$8.25@9.50. Colorado steers sold \$7.60@8.60, but few sales were made under \$8.00. Mixed yearlings ranged mostly \$7.50@8.75, with a small package up to \$11.00.

Odd lots of choice cows sold up to \$6.75, load lots reached \$6.00, with bulk of fair to good kinds \$4.25@6.00. Canners and cutters mostly \$2.50@3.50. Good heifers in load lots sold \$8.35@9.00, and common sorts ranged down to \$4.00.

Bulls mostly \$4.00@5.00, choice kinds up to \$5.50. Calves steady, top \$11.00.

**HOGS**—Hog receipts for two days around 14,000 against 19,589 same period last week. There was a strong undertone to the trade and values are mostly 25c higher. Tuesday's top was \$11.65 and bulk of sales \$11.00@11.60. Last Saturday's top was \$11.40 and bulk \$10.75@11.40.

Packing sows sold to-day mostly \$10.50 @10.60.

**SHEEP**—Around 10,000 sheep were re-

ceived the first two days this week, and supplies were lighter at other points. Lambs 25@40c higher for the two days, best selling Tuesday at \$17.15, with bulk of sales around \$17.00.

Aged sheep scarce, and market steady. Several loads of fair quality ewes sold at \$8.50.

### SIoux CITY.

(Special Letter to the National Provisioner.)

Sioux City, Ia., Feb. 25, 1925.

**CATTLE**—Some increase in receipts of cattle is noted for the first half of the week, but it has not as yet been sufficient to materially check a good and strong tone to the market for beef grades of offerings.

Prices are now strong to 25c higher on steers, yearlings and the attractive and useful grades of she stock compared with the close of last week.

Best handy weight 100 to 120 day fed steers sold today at \$10.40, some very good steers of close to 1,500 lbs. sold at \$10.00. The price would indicate that these big weights are being forced into better favor by the absence of sufficient well finished light weights to meet demands for high class beef.

Bulk of beef steers, \$8.50@9.50; common, down to \$7.50 and under; bulk of fat cows and heifers, \$5.00@6.50, but some prime heifers on yearling order sold up to \$9.25.

Veals around \$10.50 for best.

**HOGS**—The hog market is going to higher levels every day. Although this point is getting relatively more hogs than other points, prices are running well in line if not relatively higher, the shipper demand being a big support at this time.

With 23,000 hogs here for today and 60,000 for the half week, the market ruled 10@25c higher today. Butchers sold freely at \$11.70 and bulk of the good to choice medium and heavy weights, \$11.50 @11.70; choice light, \$11.25@11.50; bulk

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Kennett Sparks & Company—E. St. Louis  
Kennett Murray & Darnell—Indianapolis  
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of light and mixed packing grades, \$11.00 @11.25; light lights, \$10.35@10.90.

**SHEEP**—The sheep market is holding steady with around \$17.25 quotable for choice lambs. Not many coming to this point.

### ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

So. St. Paul, Minn., Feb. 25, 1925.

**CATTLE**—Additional gains of 15@25c were scored during the first three days of this week over last week's 25c or more higher finish. Lower grades of fat steers and weighty well conditioned fat cows shared most of this week's advance, due largely to the activity on the part of yard traders and country buyers for stocker and feeder offerings.

Much of the current steer run continues on the shorted order, bulk selling in the \$7.00@8.25 range with the more desirable grades in load lots upwards to \$9.00, several part loads of mixed yearlings reaching \$9.50.

For butcher stock the \$3.50@5.25 for cows and \$4.75@6.75 spread for heifers are taking most of the inbetween kinds, better grades cowstuff selling upwards to \$5.75 with shorted heifers on the yearling order upwards to \$8.50. Only old shelly canners are forced to sell at the \$2.50 strongweights and cutters cashing mostly at \$2.75@3.25.

Bulk of the bologna bulls are selling at present in the \$4.00@4.25 levels, a few odd heavy bolognas up to \$4.50. Weighty fleshy beef bulls going to the export trade sold upwards to \$5.00.

**HOGS**—The hog run has dropped to 51,000 for the first half of the week compared with 57,000 last week and 53,000 a year ago. The hog market has registered a bulge of 50@75c or more the past week, with some lights and pigs \$1.00 higher. Bulk of the desirable 190@275 lb. butchers cleared at \$11.10@11.35 today, with prime 300 lb. butchers at \$11.45.

Lightweights sold from \$10.50@11.00, packing sows \$10.25@10.75, pigs \$10.00.

**SHEEP**—Advances of 25@50c have been noted in fat lambs, best fed lambs bringing \$16.50@16.75 today, with fat natives from \$15.50@15.75, fat ewes \$7.50 @9.00.

### PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Feb. 21, 1925, are reported to The National Provisioner as follows:

#### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	5,881	26,700	3,062
Swift & Co.	5,812	18,900	2,982
Morris & Co.	4,920	14,700	1,672
Wilson & Co.	3,932	12,500	2,239
Anglo-American Prov. Co.	758	8,800	...
G. H. Hammond Co.	2,614	8,600	...
Libby, McNeill & Libby.	1,095	...	...
Brennan Packing Co.	6,700 hogs;	Miller & Hart,	...
4,200 Independent Packing Co.	6,500 hogs;	Boyd,	...
Lunham & Co.	9,000 hogs;	Western Packing & Provision Co.	12,700 hogs;
Roberts & Onke,	6,500 hogs;	others,	34,500 hogs.

#### KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour & Co.	3,340	855	1,677
Cudahy Pkg. Co.	3,940	1,454	4,283
Fowler Pkg. Co.	563	1	...
Morris & Co.	2,656	1,753	3,953
Swift & Co.	4,073	1,028	8,789
Wilson & Co.	3,081	312	9,476
Local butchers	558	173	862
Total	17,911	5,576	34,221

#### ST. LOUIS.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	2,928	12,185	2,034
Swift & Co.	2,212	11,700	3,314
Morris & Co.	1,632	6,400	784
St. Louis Dressed Beef Co.	597	...	...
Independent Pkg. Co.	304	818	130
East Side Pkg. Co.	693	3,643	...
Hell Pkg. Co.	2	2,428	...
American Pkg. Co.	35	327	35
Krey Pkg. Co.	117	1,064	...
Sartorius Pkg. Co.	33	389	...
Sieck Pkg. Co.	68	1,311	...
Butchers	2,773	11,359	709
Total	11,904	51,813	6,946

#### OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	3,468	28,108	3,887
Cudahy Pkg. Co.	3,617	26,006	11,725
Dold Pkg. Co.	750	8,215	...
Morris & Co.	2,343	14,014	4,890
Swift & Co.	3,960	21,824	8,633
Hoffman Pkg. Co.	53	...	...
Mayerowich & Vail.	37	...	...
Mid-West Pkg. Co.	63	...	...
Omaha Pkg. Co.	25	...	...
John Roth & Sons.	47	...	...
S. Omaha Pkg. Co.	72	...	...
Lincoln Pkg. Co.	240	...	...
Sinclair Pkg. Co.	176	...	...
Wilson & Co.	28	...	...
Kennett-Murray & Co.	...	6,544	...
J. W. Murphy	...	5,468	...
Others	...	15,549	...
Total	14,894	125,727	20,144

#### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,658	908	21,443	14,146
Armour & Co.	1,818	732	8,823	2,589
Morris & Co.	1,827	496	10,724	5,732
Others	3,578	...	8,929	6,539
Total	10,781	2,139	49,919	26,906

#### SIOUX CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,859	314	24,371	2,858
Armour & Co.	2,658	263	23,602	1,019
Swift & Co.	1,712	198	12,744	2,108
Sacks Pkg. Co.	170	22	81	...
Smith Bros. Pkg. Co.	44	10	52	...
Local butchers	80	26	1	...
Order buyers and packer shipments	1,769	...	52,446	482
Total	9,285	833	113,297	6,467

#### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,674	846	4,968	8
Wilson & Co.	1,309	883	2,708	7
Others	82	9	686	1
Total	3,125	1,738	8,362	16

#### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	2,102	3,513	17,387	896
Kingman & Co.	1,613	346	11,992	131
Moore & Co.	...	...	3,115	...
Indianapolis Abat. Co.	943	52	977	31
Armour & Co.	241	46	3,717	35
Hilgenmeier Bros.	...	...	990	...
Brown Bros.	172	12	...	...
Riverview Pkg. Co.	5	...	191	...
Schuster Pkg. Co.	...	...	330	...
Bell Pkg. Co.	140	6	1,333	...
Meyer Pkg. Co.	83	7	325	...
Indianapolis Prov. Co.	...	...	338	...
Art. Wabritz & Son.	14	...	94	...
Hoodier Abat. Co.	34	...	...	...
Others	260	105	254	19
Total	5,507	4,151	41,009	633

#### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's Sons Co.	518	53	4,209	105
Kroger Groc. & Bak. Co.	285	98	2,234	...
Gus Juengling	103	137	...	26
J. & F. Schroth Pkg. Co.	13	...	3,948	...
H. H. Meyer Pkg. Co.	40	...	2,770	...
J. Hilberg & Son.	209	...	...	...
Wm. G. Behn's Sons	104	46	...	...
Peoples Pkg. Co.	144	109	...	...
A. Sander Pkg. Co.	6	...	1,907	...
Sam Gall	9	...	...	86
J. Schiacter's Sons.	100	244	...	120
Total	1,618	688	15,128	361

#### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,140	10,596	7,509	33
United Dressed Beef Co.	...	...	...	...
New York	79	...	...	...
The Layton Co.	...	...	826	...
H. Gunz & Co.	60	...	146	...
F. C. Gross.	50	...	...	...
Swift, Harrisburg, Pa.	22	...	...	...
Local butchers	216	253	114	48
Local traders	307	95	18	...
Total	1,893	10,944	8,613	81

#### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,658	849	7,450	414
Dold Pkg. Co.	274	39	5,347	...
Local butchers	158	...	...	...
Total	2,090	888	12,806	414

#### DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	705	266	2,067	1,581
Armour & Co.	373	154	3,470	1,963
Blayney-Murphy	408	49	1,436	...
Others	528	130	645	237
Total	2,274	619	8,218	3,431

#### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,548	4,885	27,386	2,007
Hertz & Riklin.	144	...	...	...
Katz Pkg. Co.	1,031	196	...	...
Swift & Co.	3,950	6,937	41,245	2,104
Others	4,052	601	9,948	...
Total	11,745	12,199	78,579	4,111

#### RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending February 21, 1925, with comparisons:

	Week ending Feb. 21, 1925.	Prev. week, 1924.	Cor. week, 1924.
<b>CATTLE.</b>			
Chicago	25,012	25,957	29,042
Kansas City	17,911	20,146	...
Omaha	14,894	18,387	19,745
St. Louis	11,604	18,492	15,524
St. Joseph	10,781	9,275	11,343
Sioux City	9,285	8,824	8,977
Oklahoma City	3,125	2,921	2,342
Indianapolis	5,507	4,623	5,207
Cincinnati	1,618	1,624	1,244
Milwaukee	1,393	1,744	1,426
Wichita	2,090	1,871	936
Denver	2,274	2,260	1,629
St. Paul	11,745	8,990	7,240

#### HOGS.

	Week ending Feb. 21, 1925.	Prev. week, 1924.	Cor. week, 1924.
Chicago	170,000	159,700	200,500
Kansas City	54,221	54,101	...
Omaha	129,727	111,126	98,106
St. Louis	51,813	80,216	90,320
St. Joseph	49,919	41,817	56,940
Sioux City	113,267	107,822	89,401
Oklahoma City	8,362	11,274	6,929
Indianapolis	41,009	41,529	40,726
Cincinnati	13,128	13,289	18,979
Milwaukee	8,613	6,850	10,356
Wichita	12,806	17,523	11,328
Denver	8,218	9,179	10,829
St. Paul	78,579	81,923	91,502

#### SHEEP.

	Week ending Feb. 21, 1925.	Prev. week, 1924.	Cor. week, 1924.
Chicago	39,885	40,044	48,755
Kansas City	15,398	16,792	...
Omaha	29,144	36,616	40,557
St. Louis	6,946	8,228	5,582
St. Joseph	26,860	21,453	28,399
Sioux City	6,467	5,489	3,663
Oklahoma City	16	32	23
Indianapolis	653	297	513
Cincinnati	361	400	117
Milwaukee	81	236	77
Wichita	414	1,336	1,130
Denver	3,431	5,922	4,504
St. Paul	4,111	3,457	4,424

### CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending February 28, 1925, with comparisons, are as follows:

#### PACKER HIDES.

	Week ending Feb. 28, '25.	Week ending Feb. 21, '25.	Corresponding week 1924.
Spready native steers	17 1/2 @ 18c	@ 18c	17 1/2 @ 18c
Heavy native steers	@ 15 1/2 c	@ 16c	@ 16c
Heavy Texas steers	@ 15c	@ 15 1/2 c	@ 15 1/2 c
Heavy butt branded steers	@ 15c	@ 15 1/2 c	@ 15 1/2 c
Heavy Colorado steers	@ 14c	@ 14 1/2 c	@ 14 1/2 c
Ex-Light Texas steers	@ 13 1/2 c	@ 13 1/2 c	@ 11c
Branded cows	@ 13 1/2 c	@ 13 1/2 c	11 @ 11 1/2 c
Heavy native cows	@ 13 1/2 c	@ 14c	@ 12 1/2 c
Light native cows	@ 14 1/2 c	@ 14 1/2 c	@ 12c
Native bulls	@ 12 1/2 c	@ 12 1/2 c	@ 11c
Branded bulls	@ 10 1/2 c	@ 10 1/2 c	9 1/2 @ 10c
Calfskins	26 1/2 @ 27c	26 1/2 @ 27c	24 @ 23c
Kip	@ 20c	20 @ 21c	@ 19c
Kips, overwt.	@ 18c	@ 18 1/2 c	...
Kips, branded	@ 16c	@ 16 1/2 c	...
Slunks, regular	@ 1.20	@ 1.20	@ 1.60
Slunks, hairless	@ 65c	@ 65c	40 @ 50c

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

#### CITY AND SMALL PACKERS.

	Week ending Feb. 28, '25.	Week ending Feb. 21, '25.	Corresponding week 1924.
Natives, all weights	@ 14c	@ 15c	11 1/2 @ 12c
Bulls, native	@ 12c	@ 11 1/2 c	10 @ 10 1/2 c
Br. str. hds.	@ 10c	@ 13 1/2 c	10 @ 10 1/2 c
Calfskins	@ 26c	@ 24 1/2 c	21 @ 22c
Kip	@ 21c	@ 18c	17 1/2 @ 18c
Slunks, regular	@ 1.20	@ 1.20	\$1.50 @ 1.60
Slunks, hairless	@ 50c	25 @ 40c	35 @ 40c

#### COUNTRY HIDES.

	Week ending Feb. 28, '25.	Week ending Feb. 21, '25.	Corresponding week 1924.
Heavy steers....	13 @ 13 1/2 c	13 @ 13 1/2 c	9 @ 10c
Heavy cows....	12 @ 12 1/2 c	12 @ 12 1/2 c	8 @ 8 1/2 c
Buffs.....	12 @ 12 1/2 c	12 1/2 @ 13 c	8 @ 8 1/2 c
Extremes.....	14 @ 14 1/2 c	14 @ 14 1/2 c	10 1/2 @ 11 c
Bulls.....	8 1/2 @ 9 c	8 1/2 @ 9 c	7 1/2 @ 8 c
Branded hides....	12 @ 12 1/2 c	12 @ 12 1/2 c	8 @ 8 1/2 c
Cactuskin.....	14 @ 14 1/2 c	14 @ 14 1/2 c	11 @ 11 1/2 c
Kip.....	14 @ 14 1/2 c	14 @ 14 1/2 c	12 @ 13 c
Light calf.....	\$1.15 @ 1.20	\$1.15 @ 1.20	\$1.40 @ 1.50
Deacons.....	\$1.00 @ 1.10	\$1.00 @ 1.10	\$1.20 @ 1.30
Stunks, regular.....	\$1.00 @ 1.15	\$1.00 @ 1.15	\$1.00 @ 1.10
Stunks, light.....	\$1.00 @ 1.15	\$1.00 @ 1.15	\$1.00 @ 1.10
Horsehides.....	\$5.00 @ 5.50	\$5.00 @ 5.50	\$4.00 @ 4.50
Hogskins.....	\$2.25 @ 2.50	\$2.25 @ 2.50	\$2.25 @ 2.50

# HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

## Chicago.

**PACKER HIDES**—Quiet. New business involved 2,000 Feb. heavy cows at 13½¢ which was the price paid late in week in the big movement at concessions. Movement and bookings embraced fully 85,000 hides at the half reduction except in the cases of light cows and branded cows which held steady with earlier trading. Most killers succeeded in effecting clearance to about slaughter and therefore approach the March kill rather confident that no great concessions will be demanded or enforced. Native steers sold in this big trading at 15½¢; Texas and butts sold at 15¢; Colorados made 14¢. Branded cows were steady at 13½¢ paid; heavy cows 13½¢; light cows made 14½¢; native bulls were quiet; bids of 11½¢ were refused for Jan.-Feb. kill and 12¢ asked; branded 10½¢@11½¢; outside asked on a car of light average Ft. Worth kill. Another local small packer sold 5,000 February all weights, at 14¢ and brands at 13½¢; being steady rates.

**COUNTRY HIDES**—Sellers are inclined to look with a little optimism on country stock, especially in view of packer light cows selling at better than anticipated and holding their strength in the face of another decline of half a cent in other packer varieties. Dealers for the most part are talking 14¢ again for best quality extremes and up to 13¢ for buffs, though the latter appears just a trifle strong in the opinions of most buyers. Current receipt hides are an entirely different article and are rated a trifle easy in tone, due mainly to the deteriorating quality. Export interests are still looking around the market for weights over 60 lbs. in cows or cows and steers and for good quality, stipulations of not over 10 per cent grubs usually being insisted upon. Such stock can be moved at 11½¢, with possibilities that 12¢ might be paid for fancy descriptions. Middle weight hides in the choice qualities are in demand for garment leathers while current descriptions are seeking the usual channels in heavy upper stock. Light hides are fairly steady in tone and outlets are about as usual, though efforts to force acceptance of concessions are noted from time to time. Offerings of stock from the originating sections are still far from burdensome, due to smaller collections. All weight material is quoted around 12¢ delivered basis while efforts to get 12½¢ are noted occasionally. Heavy steers are seldom saved separately but are considered nominal at 12½¢@13¢; heavy cows 11½¢@12¢; buffs at 12¢@12½¢ for qualities; extremes 13¢@13½¢ for current receipts and best varieties 13½¢@14¢, with the inside bid. Branded country hides 10½¢ flat; country packers at 12¢@13½¢; bulls 9¢@9½¢ and country packers at 11¢ nominal; glue hides 7½¢@8¢.

**CALFSKINS**—Quiet and featureless. Sentiment among buyers is preponderantly bearish. Material available for sale is considered as ample for any requirements and buyers are not at all nervous regarding availability of material for their needs. They are endeavoring to spread supplies over the greatest possible period in order to wait for the fresh light average skins. Local city skins are offered at 25¢, the last sales rate and no bids are returned. Packers ask 26½¢ for Jan. Feb. take-off and supplies are said to approximate 175,000 of both months kill. Last sales were at 26¢, but such a rate is declared high by tanners. Outside city calf skins are quiet for the moment, but apparently fairly well booked up, first salted skins at 24¢@25¢ and resalted lots 22¢@23¢. Country

mixtures are priced at 18¢@20¢ still. Deacons \$1.25@1.30; slunks \$1.15@1.20. Kipskins are being pushed by killers, who own Jan.-Feb. kill intact for a big line. Cities are offered at 18¢; countries 14¢@16¢.

**MISCELLANEOUS MARKETS**—Dry hides are quiet at 19½¢@21¢ for weights. Horse hides continue to have very narrow outlets and are rated \$5.00@5.50 for good average lots; city rendereds \$5.75@6.00 asked; outside considered high. Packer pelts are slow and easy around \$3.75@4.25 nominal for current productions. Shearlings \$1.60 lately paid; dry stock 35¢@40¢; pickled skins \$11.00@12.00 doz.

## New York.

**NEW YORK PACKER HIDES**—With native steers practically cleaned out for February, operators are turning attention to the brands and booked up 1,000 February butts at 15¢ and 1,000 February Colorados at 14¢, before the movement was affected in the west at those figures, thus indicating an easier basis for eastern materials. On the basis of Chicago packer business, New York packer natives can hardly be quoted better than 15¢ for late Feb. take-off while butts at 14½¢ and Colorados 13½¢ are considered in line. However, city slaughterers merchandised most of their Feb. production at prices half a cent better than these nominal rates. Cows are quoted around 13½¢ nominal; bulls quoted 11½¢.

**OUTSIDE PACKER HIDES**—Outside slaughterers are doing very little at the moment owing to differences in ideas

of buyers and sellers. Tanners feel that 13½¢ is a big price for all weight native lines and slaughterers talk 14¢@14½¢, on account of the slightly better prices realized on light packer cows than was anticipated. Buyers however, are not so numerous for the winter quality and there is little competition for supplies. Buyers feel their views will ultimately rule and as they are moderately well covered, are in no hurry to do business. Detroit heavy average packer all weights sold at 13½¢. Some Buffalo packers also sold at that figure. Mid western killers made 14¢ and brands at 13½¢. Canadian sellers are well sold out for February on a higher basis. Pacific coast hides are quiet, steers last selling at 14¢ and cows being held at 12½¢ for current kill.

**COUNTRY HIDES**—Nothing new is developing in country stock as far as can be learned. Offerings of southern hides are reported on the increase, but still held rather high. Lights 15¢@50 lbs. are priced at 13½¢@14¢ flat; weights 25¢@50 lbs. around 13¢@13½¢ flat and weights 15¢@30 lbs. at 13½¢ in good middle sections. Far southern 25¢@50 lbs. stock quoted 8½¢@9¢ bid and more money than that asked. Mid western extremes are held for 14¢ but tanners talk 13½¢ for good lines and down to 13¢ for the grubby mixtures. Penn. extremes are held at 13½¢. Canadians 13¢@13½¢ flat asked but considered high. Buff weights are wanted around 12¢ and held 12½¢ for good sections.

**CALFSKINS**—Three weight N. Y. calfskins sold at \$2.40@2.80@3.40, being 5¢ down. Some outside skins held \$2.30@2.75@3.25 for Penn. stock; sales other sections privately, said to be 25¢@30¢ under N. Y. levels. Foreign skins are offered more freely and at less money. Courlands \$1.72; Finnish \$1.65; Norwegians 73¢; middle and northern Swedish 6½ lbs. 31¢; Finnish G. S. 32¢; N. Y. kips \$3.85@4.50; B-milks \$3.40.

## Stocks of Hides and Skins at Close of Year

Stocks of raw hides and skins on hand at the close of the year 1924, with comparisons are reported as follows by the United States Department of Commerce:

### RAW STOCKS OF HIDES AND SKINS AT CLOSE OF 1924 AND 1923.

		Held by packers, butchers, importers, dealers and tanners.		Held by tanners only.	
		Dec. 31, 1924	Dec. 31, 1923	Dec. 31, 1924	Dec. 31, 1923
Cattle (except foreign tanned) total.....	hides	4,584,773	5,086,286	1,962,053	2,136,311
Domestic — packer.....	hides	2,928,463	3,029,726	865,786	982,779
Domestic — other than packer.....	hides	1,296,559	1,414,572	732,357	711,552
Foreign (except foreign tanned).....	hides	359,761	641,988	368,910	431,980
Cattle and kip, foreign tanned.....	hides	16,325	19,488	12,246	10,715
All other foreign tanned.....	skins	175,943	268,975	15,014	31,121
Calf — total.....	skins	2,168,350	2,183,404	1,560,712	1,569,954
Domestic — packer.....	skins	475,855	508,522	205,992	256,719
Domestic — other than packer.....	skins	1,219,885	1,138,518	920,188	827,606
Foreign.....	skins	469,600	536,364	425,532	481,627
Kip, total.....	skins	665,968	751,000	388,951	437,899
Domestic — packer.....	skins	216,341	188,101	60,471	26,889
Domestic — other than packer.....	skins	421,418	459,844	312,701	318,801
Foreign.....	skins	28,209	111,245	25,779	97,409
Horse, colt, and mule.....	hides	98,020	111,262	45,453	48,043
Domestic.....	hides	73,779	82,007	21,962	26,706
Foreign.....	hides	24,241	29,255	23,491	21,337
Fronts.....	whole	86,070	101,287	81,219	90,355
Domestic.....	whole	20,769	20,684	15,918	19,296
Foreign.....	whole	65,301	74,603	65,301	71,052
Butts.....	whole	181,361	166,104	129,712	153,498
Domestic.....	whole	51,618	104,140	49,989	101,578
Foreign.....	whole	79,743	62,024	79,743	51,920
Shanks, domestic.....	skins	17,210	85,064	17,210	85,064
Goat and kid, total.....	skins	6,152,352	9,926,128	4,962,428	7,170,016
Domestic.....	skins	112,925	156,244	918	8,642
Foreign.....	skins	6,039,929	9,769,884	4,961,570	7,161,374
Calvetta, foreign.....	skins	458,004	736,043	353,270	677,266
Sheep and lamb, total.....	skins	5,514,775	7,400,298	4,198,799	5,341,498
Domestic.....	skins	3,072,674	3,750,001	2,189,695	2,614,382
Foreign.....	skins	2,442,101	3,650,298	1,997,104	2,727,086
Wool skins.....	skins	760,925	954,954	269,913	291,919
Domestic.....	skins	390,485	483,889	80,259	18,457
Foreign.....	skins	370,438	471,065	239,654	273,462
Shearlings.....	skins	244,922	224,456	193,844	122,337
Domestic.....	skins	216,261	106,790	165,186	40,105
Foreign.....	skins	28,661	117,666	28,658	82,172
Without wool, pickled.....	skins	4,490,569	6,137,739	3,723,042	4,891,212
Domestic.....	skins	2,443,927	3,139,268	1,994,250	2,555,760
Foreign.....	skins	2,046,632	2,998,471	1,728,792	2,335,452
Without wool, dry.....	skins	18,341	83,147	.....	36,000
Domestic.....	skins	17,001	20,054	.....	.....
Foreign.....	skins	1,340	83,093	.....	36,000
Skivers.....	dozens	85,041	98,854	96,446	76,826
Domestic.....	dozens	20,888	8,923	20,883	8,923
Foreign.....	dozens	64,153	89,931	45,563	67,903
Fleashers.....	dozens	25,538	18,504	21,062	16,963
Domestic.....	dozens	2,735	8,704	2,735	8,704
Foreign.....	dozens	22,803	14,740	18,327	13,192
Pig and hog, total.....	skins	22,857	71,007	4,474	9,863
Domestic.....	skins	13,921	58,406	3,124	8,662
Foreign.....	skins	8,936	12,601	1,350	1,200
Pig and hog strips—domestic.....	pounds	291,542	575,313	291,919	297,991
Splits, pickled—domestic and foreign.....	pieces	98,310	87,500	98,233	87,500



# ICE AND REFRIGERATION

## ICE NOTES.

The A. E. Marsh Company plans to erect a new cold storage plant at Zillah, Wash.

The Home Ice Company contemplates the erection of a new ice plant at Ross-ville Blvd. and Central Ave., Chattanooga, Tenn., at a cost of \$125,000.

Waverly Ice Company has been incorporated in Waverly, Va., with a capital stock of \$25,000, with H. A. Harrison, president and Geo. S. White as secretary.

Lewis Ice Plant is to build a new ice plant in Frederick, Okla., in addition to the one the company already has there.

Carlisle Hygienic Company has been incorporated in Carlisle, Pa., with a capital stock of \$15,000 by Wm. H. Whisler and others.

Metaire Ridge Ice Company plans to build a new ice plant in Metaire, La.



## An Iceberg

With its great store of natural refrigeration, cannot equal a Frick Refrigerating Machine for the cooling service of meat markets, general stores, restaurants, and dozens of other forms of business.

For an iceberg cannot produce

**Cool Air that is Dry  
Any Temperature You Want  
Constant Results from  
Small Space**

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ESTABLISHED 1882  
SINCE 1882, SUPERIOR SINCE 1897

Distributors in 40 Cities

## INSULATION VS. ICE AND SALT.

A new ice cream cabinet, which appears to be very different in construction from any other on the market, has recently been announced by the Jamison Cold Storage Door Company, of Hagerstown, Maryland, makers of widely-used cold storage and freezer doors bearing this name.

According to J. V. Jamison, Jr., president of the company, the decision to enter the ice cream cabinet field some few months ago was entirely the result of an opportunity to secure patent rights upon a cabinet previously constructed, and used for over two years with very surprising results, by a large and well-known ice cream manufacturer, and designed by one of his engineers.

This cabinet, now manufactured and sold under the name of the Jamison Ice Cream Cabinet, differs from other cabinets, commonly known as "standard cabinets," in that the ice and salt chamber which contains the cylinders extends to only one-half the depth of the cylinders themselves, the lower part of the cylinders being encased with solid cork board insulation.

Thus, it is stated, a saving of thirty to fifty per cent in the ice and salt required to maintain the proper degree of fridity is effected.

Refrigeration for the lower portion of the ice cream can is secured by means of holes in the upper half of the cylinder, which permit the brine to circulate around the lower portion of the can, while extra-heavy, pure cork-board insulation maintains the temperature which the circulation of brine makes possible.

### Insulation Instead of Ice and Salt.

Although the idea of replacing ice and salt with insulation in ice cream cabinets is obviously quite simple, it is also very logical and the advantage to the user might easily be considered. Mr. Jamison states that actual savings of ice and salt

to the extent of fifty per cent in many cases have already been clearly demonstrated in extensive tests of the cabinet's operation, which were made both before and after the decision of the Jamison Storage Door Company to undertake their manufacture.

It is further pointed out that a reduction in the amount of icing required will reflect itself in reductions in the number of service trips, the number of service men, and the number of trucks needed to cover a given territory.

## BRITISH PROVISION LETTER.

(Special Letter to the National Provisioner.)

Liverpool, England, Feb. 14, 1925.—Owing to the heavy arrivals of American meats and hams the market here has ruled quiet, most cuts showing a reduction in price. Hams have been in poor demand all week, prices showing rather a severe reduction.

On account of the better demand on Danish meats owing to reduced supplies from this source, Canadian Wiltshires have advanced. This has helped American Cumberland cut, which, towards the week-end have shown a recovery.

Lard is in fair supply with a fairly regular demand, and prices are practically unchanged on the week.

## NEW YORK LIVESTOCK.

Receipts for week ending Saturday, February 21, 1925, are as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City .....	4,087	7,032	11,842	20,149
New York .....	898	1,512	19,062	462
Central Union .....	3,157	730	....	16,083
Total .....	8,142	9,274	30,934	36,694
Previous week .....	9,441	15,439	33,682	29,223
Two weeks ago .....	11,478	16,572	38,889	42,019

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All Kinds of Refrigerator Construction

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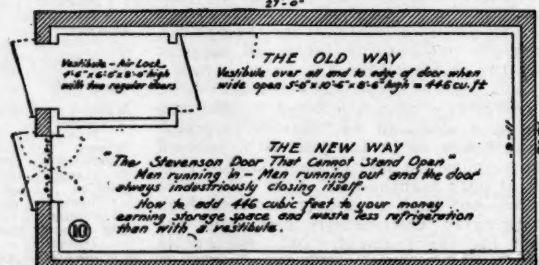
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Cut out all costs for construction and operation of vestibule air locks. Our Service Sheets—free on request—show how to do it. Write for them today.

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1511 West Fourth St.,  
CHESTER, PENNA.





# DEMAND THIS ON YOUR NEW REFRIGERATOR



## It Saves Ice Bills

When you make out your order for that new refrigerator, be sure and make your specifications read as follows: "All doors must be equipped with Wirfs 'Airtite' Refrigerator Gasket to render them cold air leak-proof; no substitute will be accepted." If you buy a sectional cooling room, specify: "All sectional joints must be fitted with two (2) rows of Wirfs 'Airtite' Gasket, so when bolt screws are drawn up, joints will be hermetically sealed; this applies to corners (and partition joints, if any), also 'top' joint." By having your refrigerator or cooling room so equipped you will save many dollars that otherwise would be lost in cold air leakage.

*Send for sample card showing 5 sizes and giving complete information. Remember also—you can quickly make your old refrigerator cold air leak-proof by applying Wirfs "Airtite" Refrigerator Gasket to the door contacts.*

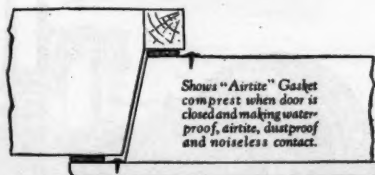
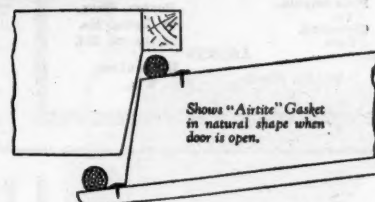
**E. J. Wirfs Organization, 113 So. 17th St., St. Louis, Mo.**  
Sole Manufacturer and Patentee

PAT. JAN. 22, 1924, NOV. 18, 1924.

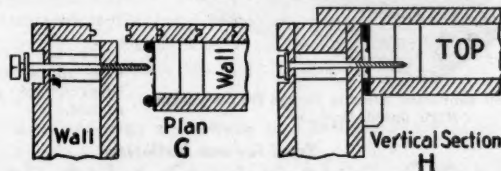
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AIRTITE"  
REFRIGERATOR  
GASKET**

A partial list of refrigerator manufacturers using Wirfs "Airtite" Refrigerator Gasket as standard equipment:

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VOGT	WICKE
BANTA	FRIEDERICK
HUBMANN	CHAMPION
OTTENHEIMER	STANDARD
GRUENDLER	BROMAN
BRECHT	KRYSLER-KOPPIN
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**Air-Sealed Joints of "Sectional" Refrigerator Boxes**



Cuts show method of making airtite joints on Portable "sectional" Refrigerators, Cooling Rooms, or Hot-Room Boxes. Prevents cold or heat loss through corner and top joints effectively and permanently; insures against opening of joints, which occurs when boxes are erected on uneven floors, or caused by floor-settling.

**WEIGHING IN MEAT PLANT.**

(Continued from page 20.)

This is mostly done under the impression that such a scale will stand up under the work longer and better.

In this connection it is well to consider what sacrifices are being made in the matter of accuracy.

As already shown, in order to increase the capacity of his scales the scale manufacturer must use a heavier mechanism throughout. He cannot, then, retain the finer sensibility which is desirable in weighing such expensive products as meats.

Another reason for installing scales of a heavier capacity than necessary is the accepted idea that a scale must stand a certain amount of abuse. This impression cannot be too strongly condemned.

Scales are sensitive instruments, and the

manufacturers have made every effort to improve them in this regard. **But they cannot make them sufficiently strong to stand the abuse to which many scales are subjected, and still retain proper sensibility.**

**No Scales Will Stand Abuse.**

It is of little use to buy new scales or experiment with different makes. Scale makers cannot make scales of the required delicacy which will stand the inexcusable treatment given them in many places.

The writer is familiar with many installations where high-grade, expensive scales have had their sensibility destroyed within a short time because boxes, barrels, etc.—instead of being rolled across the platforms—have been tipped over and allowed to drop.

This is an inexcusable practice which should be corrected by the foreman or scaler.

It has often worked well to give scalers authority to report abuses of this kind. Laborers cannot be expected to appreciate the refinement of scale pivots and indicating devices. So far as they know, they are doing nothing wrong when they drop a 400 lb. box on a scale platform.

The seriousness of such practices is often not appreciated by either scalers or foremen. As long as the scale does not actually break, it is considered all right. It may be destroyed for all practical uses as an accurate weighing instrument, nevertheless.

Everyone concerned with the operation of scales should be instructed in the proper use of them. Notices of instructions should be posted wherever they will be read. Scalers should report all cases of improper use.

Abusive use of scales should no more be tolerated than abusive use of an expensive adding machine.

**Install Scales Properly.**

The only real value in a scale lies in its ability to indicate small changes in

weight, and this very feature is the most easily destroyed.

Scales must necessarily be installed where they can be used to the best advantage. But this need not force their installation in places where they must work under impossible conditions. Surrounding conditions and the work they are to perform should be carefully considered, in order that they may be used to the best advantage without abuse.

Scales should, wherever possible, be located where no traffic except that being weighed will pass over them. The saving on the scale where traffic is heavy will justify considerable expense in avoiding this condition. Again, it is **not the danger of breaking the scale, but of destroying its sensibility.**

A good scale may be worked very hard, under the heaviest loads for long periods of time without serious injury, if the careless and unnecessary abuse is eliminated.

**Give Scales Proper Inspection.**

This work can best be supervised by the engineering department. The mechanical departments are chiefly interested in the machine itself, while the engineering departments are in a better position to appreciate and estimate the cost of improper operation and location.

They also, in many cases, have access to information regarding losses, short-weight complaints, etc., which may not be available to the mechanical departments. Thus they are better able to keep data on various makes and types of scales, working under various conditions.

This data, as it accumulates, becomes more and more valuable, and will promote more intelligent regulation of personnel, purchases and the other factors entering into this activity. Accurate reports, based on information obtained in this way, soon bring a sharp realization of the vital importance of this department of the business.

**Proper Location of Scales.**

Each important weighing location must be considered by itself. The capacity of the scale, its type, its foundation, the class of material passing over it, weather or chemical conditions in which it has to work—as well as the personnel of the scalers who are to operate it—must all be taken into consideration. There are also many other details covering special conditions.

As already suggested, this is best done by some central authority, who is in possession of the most complete information.

Much can often be done to save money from the pay roll by the proper location of scales with relation to the location of stocks, delivery points, provision of conveyors for quick handling, simplifying tare weighing operations, etc. The large number of cases of this kind in all industrial plants prevents any attempt to enumerate them here.

One specific item which it might be well to mention, on account of its importance, is the methods used in tare weighing boxes, barrels, tubs, etc.

**Tare Weighing is Important.**

In the case of ordinary-sized packages,



**CORK INSULATION**

There is a good reason why experienced engineers, architects, and owners have been favoring us with their business and why they specify "Crescent" (100% pure) Corkboard.

Write for complete information.

**United Cork Companies**  
Plant at LYNDHURST, N. J.

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**De La Vergne Ice & Refrigerating Machines**

De La Vergne high speed horizontal machines have been in actual use longer than any other design. The patented auxiliary suction port is a great advantage, not only increasing the efficiency but insuring perfect lubrication.

De La Vergne medium and low speed machines are also offered to suit any requirements.

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Kansas City, Mo.	San Francisco, Cal.	Mexico City, Mexico
Houston, Texas	Havana, Cuba	Buenos Aires, Arg.
St. Louis, Mo.	Honolulu, T. H.	S. Am.
El Paso, Texas	Tokio, Japan	Tampa, Fla.



## Weighing in the Packing Plant

**One Point Where Dangerous Leaks  
May Occur if Work is Not Done  
Right and With Proper Equipment**

Most packers are watching leaks in their plants pretty closely nowadays.

They watch the coal pile, they install temperature control apparatus, and they check up on wastes in all parts of plant.

Teach them that they are really handling the equivalent of money, and that a careless error on their part is the same as "short-changing" their firm or its customers.

Give them a comfortable place in which to work.

a direct representative of the executive. For such he is, insofar as he has a large part in controlling profits or losses for his company.

**Build Up Personnel.**

Reproduced from Jan. 17, issue of  
The National Provisioner.



Thermoseal Packinghouse Scale, Counter Type. Especially desirable for weighing small provisions and boxed goods. Made in different capacities from 30 to 200 lbs.



Thermoseal Provision Scale, Portable Type. Made in different capacities from 200 to 1,000 lbs. Front and two sides of pan let down when large pieces are weighed.

# Scales

## Their Condition and Use

You check up thoroughly on coal consumption, heat regulation, utilization of waste parts, labor turnover and other manufacturing conditions, but do you check up thoroughly on the scales?

When you realize that the value of products weighed on each scale is many times the cost of the scale you know that a little error in weighing, multiplied by the times the scale is used in the course of a year, grows to a staggering loss!

Chatillon scales by their wonderful record have shown that they are the dependable scales of the meat-packing industry.

These scales are positively accurate, dependable and fast in operation. Scales who operate Chatillon Thermoseal Scales know the weight that shows on the dial of a Chatillon Scale is the true weight.

These scales stand the wear and tear of constant use, all working parts are made extra heavy, of best materials, and carefully built by an expert scale maker.

The Platform Type Scale has extra large dials, with quick-stopping pointer; also a double set of levers that renders unnecessary the centering of the load on the platform, making these scales extremely fast in operation and enabling the scalers to weigh many more loads per day.

Chatillon Thermoseal Scales are made in a number of designs for every use in the packing plant.

*Write for complete information and prices on Chatillon Thermoseal Scales.*

# JOHN CHATILLON & SONS

Established 1835

Manufacturers of Scales and Butchers' Supplies

85-99 Cliff Street

New York City, N. Y.



Thermoseal Packinghouse Scale, Hanging Type. Made in different capacities from 30 to 600 lbs. Different styles of pans for particular uses.



## KNOW where you get your profits!



### A Fairbanks will tell you

There is one quick, sure register of profit—of loss. Weigh everything you buy, everything you sell, everything you use. You don't need to guess. You can give full measure without overweight. You can stop losses. You can know where you get your profits.

Hundreds of thousands of users will tell you Fairbanks Scales help earn bigger profits—in factories, on farms, wherever there is weighing to be done. Whatever you need done—requisitions filled, purchases checked, orders measured, feed weighed—weigh it on a Fairbanks and be sure. The Fairbanks Portable Scale shown above saves its price many times each year. It costs so little, 500 lbs. capacity \$16.15; 1000 lbs. capacity \$18.90, at the factory. There are other models—one for practically every weighing need, including wagon, motor truck and railroad scales. All have rust-proof moving parts that insure prolonged accuracy. See your dealer. If he cannot supply you, write for complete information.

## Fairbanks Scales

NEW YORK CHICAGO  
Broome and Lafayette Sts. 900 South Wabash Avenue  
and forty other principal cities in the United States

such as pork loin and smoked meat boxes, lard tubs, etc., a 25 lb. capacity scale, with one ounce divisions, will be found much more satisfactory than the heavy scales often used for this purpose.

We have already mentioned the importance of close divisions for weighing high-priced products, and accuracy is just as essential in tare weighing as in gross weighing.

The net weight is necessarily computed from the gross and tare weights. If the tare weight is underweight, the difference must be made up with merchandise. If the tare weight is overweight, the net weight will be found underweight by the customer.

An important source of error in tare weights is to be found in the moisture content of the wood in tubs, boxes, etc., at the time of weighing.

### Little Leaks Mean Big Waste.

Where the moisture conditions in storage spaces are such that the tubs or boxes are more or less saturated at the time of tare weighing, they will of course be marked accordingly. If they are then moved to another locality and stored for a short time, say 24 hours, they are apt to dry out and lose weight to the extent of an ounce or so. The marked tare will then be heavy, and the difference will be made up in merchandise.

In the case of tubs and boxes of lard, butter, oleo, etc., where the separate weighings are likely to run into large numbers each day, the error of one ounce per package may result in giving away a thousand ounces each day which means something over sixty-two pounds.

Here we have the result of multiplying many small errors into large totals. This may be a small item in itself, but it is an unnecessary waste.

Where possible, it is much better to tare weigh packages at the point of filling, just as they are used.

Considerable thought is also justified in the matter of tare weights on trucks. These tare weights affect the net weights, and correct net weights cannot be obtained where the tare weight is not exactly known. Inaccurate tare weighing is just as certain to give poor results as inaccurate net weighing.

### Effect of Weights on Sales.

Another important item in the weighing problem is the effect of weights on sales. Accuracy of weights is just as likely to inspire confidence on the part of customers as accuracy in money transactions.

The "give and take" method is likely to keep the customer in an uneasy frame of mind. While he may be satisfied that his weights have always averaged all right, he is never sure that it is always going to be so. If the average goes against him for a while, he is quite likely to be suspicious.

An uneasy customer is liable to be an unstable one.

No customer, if he is a good business man, can or will expect to get more than he pays for. And when he finds his shipments overweight, he knows that someone has had to pay for it.

He will not complain, but he will be constantly on the lookout for the time he will be called upon to pay the overage for someone else.

If it is intended to give overweights, it might be better to do it frankly and advertise it, than to depend upon errors.

Shrinkage allowances, a very troublesome problem, may be computed more accurately where weighing methods are close and accurate, and all parties can be treated more fairly as a result.

### Not an Easy Problem.

There is no easy, offhand way to dispose of the weighing problem. The writer appreciates the many difficulties presenting themselves in packinghouse weighing activities, but as each problem requires individual consideration, it would be impossible to cover the ground in detail in an article of this kind. Specific cases have therefore been avoided as far as possible. It is hoped that some of the general suggestions will prove of value.

The only way to get the last ounce of profit is to get the last ounce of product through accurate scales and accurate scalers, or by the use of automatic recording machines which eliminate the human element altogether from this work.

What is "back-packing," and how are meats held in cure under this method? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

### Kushequa Packinghouse Floor Bricks never wore out.

But when softer, thinner kinds have to be replaced, do not go to a lot of expense in chipping out the concrete. Just take

## KUSHEQUA QUARRIES

(6 in. square, 1 in. thick)

and cement to old bed.

Flinty hard, grease-proof, strong,  
cheap

Kushequa Ceramic Co.  
Kushequa, Pa.

## The "UNITED" Improved Sausage Mold



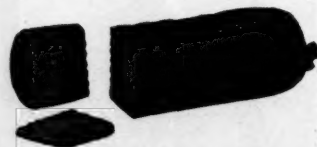
Mold furnished with or without letters.

Mold is electrically welded at every intersection of wire. Construction is superior to any other on market. Ingenious clasp eliminates use of pin for fastening mold closed. Not necessary to tie sausage to mold. Bars welded across bottom hold sausage securely during smoking process.

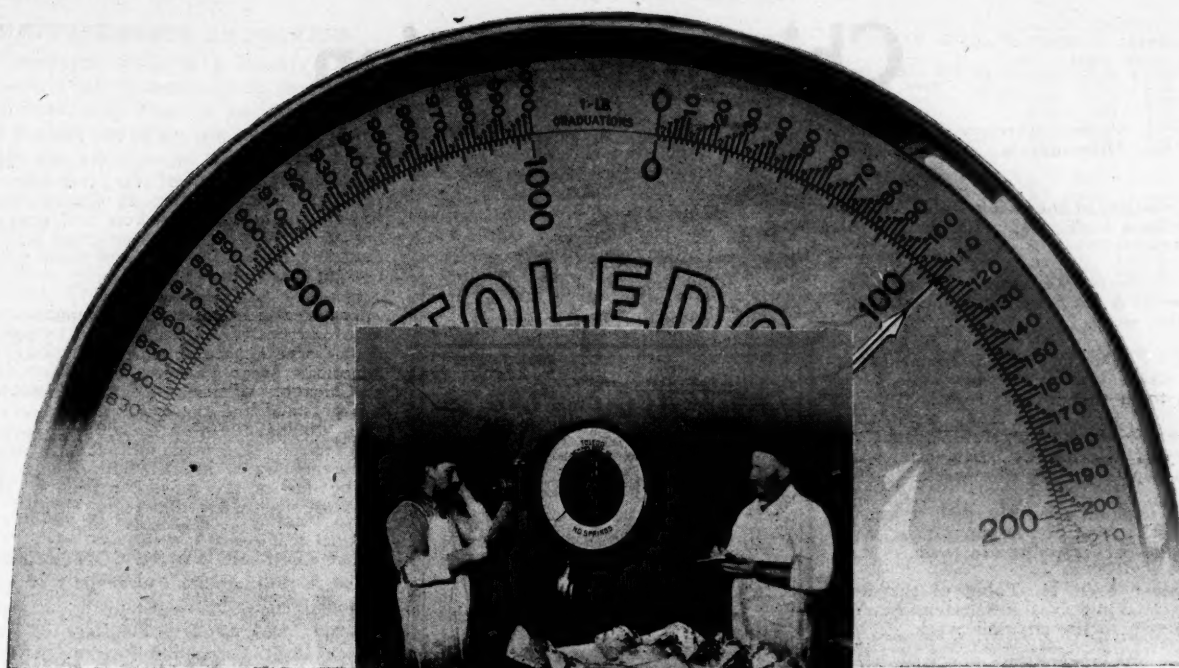
If your jobber cannot supply you write us direct.

United Steel & Wire Co.  
Battle Creek, Mich. Atchison, Kans.

Identify your product by using the improved patent clasp lettered mold. Branded products always sell best. "United" lettered molds are practical, inexpensive and effective.



The "UNITED" product uniform size sausage. Increased sales and profits are results from branded meat put up in this form.



Because of the small margin of profit in the meat industry, dependability of weight figures is paramount. This Toledo Automatic Scale is insurance against those small losses which sum up to large totals.

Toledo Scales are used for automatic weighing, computing, counting, mailing, checking, packing, shipping and special purposes in stores, offices, shipping-rooms, factories, mills and warehouses; scales to weigh everything from an ounce of spice to thirty tons of steel.

## Figures That Are Dependable

**A** NEW and greater confidence in basic figures involving cost of materials, manufacturing costs, factory processes, and selling price is given to the meat packing industry when the measurement of materials and products is safeguarded by Toledo Automatic Scales.

Profit and loss computations, and production control methods start with figures representing quantities. These can never be more accurate than when taken at the receiving door or at other points in the packing house. A continual succession of small hidden errors can produce a cumulative loss serious enough to severely handicap the packer selling in this highly competitive market.

Specialized industrial models of Toledo Automatic Scales have been producing dependable figures in practically all industries since 1912. They have lifted the measurement of ma-

terials to the same high level of precision and dependability required of automatic production machinery.

Toledo Scales give you dependable figures because:

- (1)—They reduce friction, the arch enemy of accuracy in all weighing devices, to a minimum, and make it constant and controllable, instead of variable and uncontrollable, thus avoiding the hazard of **mechanical** error.
- (2)—They indicate exact weight automatically and instantly in plain figures on a dial from 5 to 7 feet in circumference; and eliminate loose weights, mentally computed totals, and the reading of faint graduations, thus avoiding the hazard of **human** error.

To modernize your weighing operations the first step is an investigation by Toledo Scale engineers. This costs you nothing; it may save you much.

**Toledo Scale Company, Toledo, Ohio**

Canadian Toledo Scale Co., Limited, Windsor, Ont.

Manufacturers of Automatic Scales for Every Purpose

Service Stations in 106 Cities in the United States and Canada

**TOLEDO**  **SCALES**  
**NO SPRINGS HONEST WEIGHT**



# Chicago Section

Geo. M. Foster, secretary John Morrell & Co., Ottumwa, Ia., was a Chicago visitor.

G. C. Talley, of the Jacob Dold Packing Co., Buffalo, N. Y., was a Chicago visitor this week.

Jay C. Hormel, vice-president of Geo. A. Hormel & Co., Austin, Minn., was in town this week.

Chas. T. Parkinson, master mechanic of the Krey Packing Co., St. Louis, Mo., was in town this week.

Ernest S. Urwitz, general manager of the Dryfus Packing Co., Lafayette, Ind., made a trip to the city this week.

Frank Kohrs, secretary and treasurer of Kohrs Packing Co., Davenport, Ia., was among the packer visitors in town.

President Fred M. Tobin of the Rochester Packing Co., Rochester, N. Y., made a trip to the city this week.

Lorenz Neuhoof, treasurer and manager of the Neuhoof Packing Co., Nashville, Tenn., was in Chicago late in the week.

John J. Dupps, Sr., first vice-president, Cincinnati Butchers' Supply Company, Cincinnati, Ohio, paid a visit to Chicago this week.

A. C. Hofmann, president of A. C. Hofmann & Co., Syracuse, N. Y., was a packer visitor to Chicago during the past few days.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 34,820 cattle, 16,245 calves, 88,977 hogs and 35,250 sheep.

Jay E. Decker, president, Jacob E. Decker & Sons, Inc., Mason City, Iowa, was in Chicago on his return from a trip to Texas and the Southwest.

George H. Franklin, president of the Dunlevy-Franklin Co., Pittsburgh, Pa., and district chairman for the Institute of American Meat Packers in that territory, was in Chicago this week.

## Sentence Sermons

Written for THE NATIONAL PROVISIONER  
by Roy L. Smith

### THE SUCCESSFUL BUSINESS MAN—

- Never enlarges his success by envying another man more successful.
- Knows that his good name is worth more than paid advertising.
- Is never afraid to train a good understudy.
- Should never confuse "greatness" with mere "bigness."
- Knows that genius is only common sense uncommonly plentiful.
- Does not have to act pompously to prove his success.
- Never achieved his greatness by shutting his eyes to his faults.

Provision shipments from Chicago for the week ending February 21, 1925, with comparisons, were reported as follows:

	Cor.
Last week. Prev. week. week, 1924.	
Cured meats, lb.....	16,185,000 15,973,000 21,387,000
Fresh meats, lb.....	40,803,000 42,804,000 24,524,000
Lard, lbs.....	5,352,000 4,515,000 10,752,000

Prices realized on Swift & Company's sales of carcass beef in Chicago, for the week ending Saturday, February 21, on shipments sold out, ranged from 6.50 cents to 20.00 cents per pound and averaged 11.57 cents per pound.

## INSTITUTE ACTIVITIES.

The meeting of the construction and engineering section of the Institute of American Meat Packers at Chicago this week brought many packers and operating men to town. The program was a long and interesting one, and those present got many valuable pointers.

The new Committee on Elimination of Waste in Distribution, appointed by president Oscar G. Mayer of the Institute of American Meat Packers, met this week at Chicago. Chairman John A. Hawkinson presided and there was a representative attendance of packers and packer executives. It is evident that this work of saving waste in distribution is going to be one of the most beneficial of the Institute's activities this year.

## PACKERS' BOWLING CONTESTS.

The eighth annual tournament of the various packers' leagues will be held Saturday and Sunday, February 28 and March 1, at Peterson's Bowling Alleys, 35th street and Archer avenue. Forty-five five-men teams, 100 doubles and 197 singles, will participate. Teams from Swift & Company, Armour and Company, Wilson & Co., Cudahy Packing Company, G. H. Hammond Company, Libby, McNeill & Libby, and Omaha Packing Company will compete.

Officers of the league for the year are: G. Laskey, Armour and Company, president; A. Turnquist, Wilson & Co., vice-president; G. J. Obermayer, Swift & Company, secretary; J. Koupeny, Armour and Company, treasurer.

## TAYLOR IN THE SOUTH.

Joe Taylor, of the J. T. Taylor Brokerage Co., Pittsburgh, is taking a trip through the South, skirting both the Atlantic and Gulf Coasts. Boss Leonard will keep the office running in Joe's absence, and endeavor to roll up enough additional business to cover travelling expenses.

### FRANK L. DEMPSEY

Attorney & Counselor at Law

North Texas Bldg., DALLAS, TEXAS

Special attention to Claims adjustments and litigation of Packers. Ten years experience with Chicago packers.

George F. Pine      Walter L. Munnecke  
**Pine & Munnecke Co.**  
PACKING HOUSE & COLD STORAGE  
CONSTRUCTION; CORK INSULATION &  
OVER HEAD TRUCK WORK.  
10 Marquette Bldg. Detroit, Mich. Phone: Cherry 3750-3761

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**HENSCHIE & McLAREN**  
Architects  
1637 Prairie Ave. Chicago, Ill.  
PACKING PLANTS AND COLD STORAGE  
CONSTRUCTION

**M. P. BURT & COMPANY**  
Engineers & Architects  
Packinghouse and Cold Storage Designing—  
Consultation on Power and Operating Costs,  
Curing etc. You Profit by Our 25 Years' Ex-  
perience. Lower Construction Cost. Higher  
efficiency.  
206-7 Falls Bldg., MEMPHIS, TENN.

### Packing House Products

Oldest Brokers in Our Line

Tallow      Grease      Provisions      Oils      Tankage      Bones      Cracklings      Hog Hair

Carcass Beef—P. & Lard—Green Pork  
Boneless Beef—Ref. Lard—Cured Pork  
Quick Reliable Service Guaranteed  
Eight Phones      Postal Telegraph Building  
All Working      CHICAGO, ILL.

Fred J. Anders      Chas. H. Reimers  
**ANDERS & REIMERS**  
ARCHITECTS  
ENGINEERS  
314 Erie Bldg.      Packing House  
Cleveland, O.      Specialists

### C. W. RILEY, Jr.

BROKER

2100 Union Central Bldg., Cincinnati, O.  
Provisions, Oils, Greases and Tallow  
Offerings Solicited

### H. N. Jones Construction Co.

Engineers  
San Antonio, Texas  
Designs and Builds  
Packing Houses  
30 Years Experience

H. C. GARDNER      F. A. LINDBERG  
**GARDNER & LINDBERG**  
ENGINEERS  
Mechanical, Electrical, Architectural  
SPECIALTIES, Packing Plants, Cold Storage,  
Manufacturing Plants, Power Install-  
ations, Investigations  
1124 Marquette Bldg. CHICAGO

### PACKERS ARCHITECTURAL & ENGINEERING CO.

WILLIAM H. KNEHANS, Chief Engineer

ABATTOIR PACKING AND COLD STORAGE PLANTS  
Manhattan Building, Chicago, Ill.      Cable Address, Pacarcó

### LEON DASHEW

Counselor At Law  
15 Park Row New York



**MISSTATEMENTS ON PACKERS.**

Statements made in a report of the Federal Trade Commission to the Senate last week, regarding the position of the big packers and their ownership of stock yards and operation of refrigeration cars, brought forth the following reply from G. F. Swift, vice-president of Swift & Company.

Mr. Swift says:

"There is no basis whatever for the Federal Trade Commission's statement that there are at present only two big packers. There are four large packers, in the keenest kind of competition with each other, as well as with the hundreds of small and medium sized packers.

**Facts About Refrigerator Cars.**

"Divorcement of refrigerator cars from the packing companies would result in inferior service.

"Although the large packers own a large percentage of the meat refrigerator cars, there is no monopoly. More than thirty meat packing companies own and operate their own refrigerator cars.

"Swift & Company has developed an efficient transportation department for handling refrigerator cars so as to deliver perishable meats to all parts of the country in the best condition. To take the refrigerator cars from the packer would be similar to removing the delivery system of the retailer.

"These cars are already under strict supervision of the Interstate Commerce Commission. This Commission, after an exhaustive investigation, approved the present system of car ownership and said it 'cannot be at once and radically changed without serious consequences to shippers, carriers, and the public.'

**Packers and Stock Yards.**

"As for packer ownership of the stockyards, Swift & Company and the other packers have made every effort to sell their interests since the consent decree was issued in 1920. The only reason this has not been fully accomplished is that buyers of stockyards could not be found.

"The Secretary of Agriculture, through the Packers and Stock Yards Administration, fixes all charges for stockyards services and has a supervisor in active charge of the practices at each stock yards. With every activity of the yards so supervised by the Government, the ownership cannot be of interest to shippers of live stock or affect in any way the charges or services rendered.

"The Federal Trade Commission, in this report, shows its old prejudice and lack of understanding, based on a biased and unfair investigation which has long since been discredited before congressional committees and before the public. Its recommendations are destructive rather than constructive."

**LOOKS AT "BOSS" EQUIPMENT.**

Contemplating the building of an addition to their plant, Mr. Geo. Kalbitzer, of The C. Kalbitzer Packing Co., Wheeling, W. Va., called on John J. Dupps, Sr., of The Cincinnati Butchers' Supply Co., last week, to learn all about the latest equipment. Mr. Dupps took him through the packing houses in Cincinnati and at St. Louis where many "Boss" machines are in operation. This gave him an excellent opportunity to learn all about their

perfect work and the general satisfaction they give their users.

On the way home from St. Louis they stopped off at Anderson, Ind., where Mr. Kalbitzer wanted to see the Harding system in operation at the plant of the Hughes-Curry Packing Co. He was very much impressed with the operation of this system, the benefits of which are becoming better known from day to day.

**COOK WITH CHICAGO PACKING.**

George W. Cook, formerly manager of the cattle and beef department of the Jacob Dold Packing Co., Buffalo, and one of the best-known beef men in the trade, this week took charge of the beef department of the Chicago Packing Company. Mr. Cook bought beef for the army during the war at Chicago, and has been with other large packers, both in the United States and Canada. His return to Chicago will be welcomed by his host of old friends.

**CHICAGO LIVESTOCK.****RECEIPTS.**

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 16.....	14,500	3,429	68,840	19,215
Tues., Feb. 17.....	10,999	3,533	58,614	15,512
Wed., Feb. 18.....	9,674	2,857	31,072	14,204
Thur., Feb. 19.....	10,402	5,137	43,188	13,606
Fri., Feb. 20.....	3,814	1,216	33,528	10,177
Sat., Feb. 21.....	371	339	7,270	2,812

Total last week.....	47,760	16,311	222,512	75,529
Previous week.....	56,211	15,768	233,672	61,064
Year ago.....	60,395	13,105	298,494	74,023
Two years ago.....	56,125	15,775	287,307	77,827

**SHIPMENTS.**

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Feb. 16.....	4,895	197	19,492	7,117
Tues., Feb. 17.....	3,550	450	12,935	6,677
Wed., Feb. 18.....	3,771	210	8,777	6,006
Thur., Feb. 19.....	3,796	376	13,789	7,661
Fri., Feb. 20.....	1,474	119	16,108	4,908
Sat., Feb. 21.....	604	93	4,450	1,084

Total last week.....	18,090	1,445	75,551	33,453
Previous week.....	20,071	859	65,354	20,551
Year ago.....	22,105	1,683	114,042	21,792
Two years ago.....	19,064	1,860	70,561	25,410

Receipts at Chicago Stock Yards thus far this year to Feb. 21, with comparative totals:

	1925	1924
Cattle.....	441,342	474,017
Calves.....	118,632	106,406
Hogs.....	2,003,205	2,122,894
Sheep.....	525,749	618,045

Combined weekly hog receipts at eleven markets for 1925 to Feb. 21, with comparisons:

	Week.	Year to date.
Week ending Feb. 21.....	798,000	6,884,000
Previous week.....	791,000	
Corresponding week, 1924.....	1,002,000	7,323,000
Corresponding week, 1923.....	849,000	6,357,000
Corresponding week, 1922.....	581,000	5,013,000

Combined receipts at seven points for the week ending Feb. 21, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending Feb. 21.....	135,000	698,000	195,000
Previous week.....	180,000	685,000	180,000
1924.....	170,000	857,040	211,000
1923.....	180,000	726,000	214,000
1922.....	172,000	489,000	180,000

Combined receipts at seven markets for 1925 to Feb. 21, and the corresponding period for previous years:

	Cattle.	Hogs.	Sheep.
1925.....	1,361,000	5,859,000	1,387,000
1924.....	1,443,000	6,078,000	1,583,000
1923.....	1,487,000	5,307,000	1,611,000

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Average received.	lbs.	Prices— Top.	Average
*Week ending Feb. 21.....	222,200	227	\$11.75	\$11.10
Previous week.....	233,672	224	11.40	10.90
1924.....	298,494	229	7.50	7.10
1923.....	237,307	235	8.60	8.00
1922.....	188,945	233	11.10	10.35
1921.....	167,293	232	10.75	9.50
1920.....	144,824	230	15.35	14.50
Average 1920-24.....	208,400	232	\$10.65	\$ 9.85

\*Saturday, February 21, estimated.

**WEEKLY AVERAGE PRICE OF LIVESTOCK.**

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Feb. 21.....	\$ 9.40	\$11.10	\$ 8.25	\$17.10
Previous week.....	9.05	10.90	8.40	17.05
1924.....	9.45	71.0	9.00	14.95
1923.....	8.75	8.00	7.05	13.85
1922.....	7.80	10.35	8.30	15.40
1921.....	8.75	9.50	6.00	10.00
1920.....	12.55	14.30	13.55	10.70

Average 1920-1924.....\$ 9.45 \$ 9.85 \$ 8.90 \$14.80

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending, Feb. 21.....	\$2,100	146,600	41,300
Previous week.....	\$6,140	168,318	40,503
1924.....	\$8,290	184,452	\$2,231
1923.....	\$6,390	166,746	\$2,417
1922.....	\$5,132	123,371	\$4,146

\*Saturday, February 21, estimated.

Chicago packers' hog slaughters for the week ending Feb. 21, 1925:

Armour & Co.....	26,700
Anglo-American.....	8,800
Swift & Co.....	18,600
Hammond Co.....	8,600
Morris & Co.....	14,700
Wilson & Co.....	12,500
Boyd-Lunham.....	9,000
Western Packing Co.....	12,700
Roberts & Oake.....	6,500
Miller & Hart.....	4,200
Independent Packing Co.....	6,500
Brennan Packing Co.....	6,700
Agar Packing Co.....	2,500
Others.....	32,000

Total.....170,000

Previous week.....	180,300
Year ago.....	200,500
Two years ago.....	178,200
Three years ago.....	131,000

(For Chicago livestock prices, see page 36.)

**People Pay The Price—**

to get tasty, well-made sausage meat—and you'll always find the quality product in this attractive paper package. It keeps the sausage fresh and clean—maintains the quality. Used by the leaders. Sizes: one ounce to ten pounds. Send for samples and package suggestions.

**KLEEN KUP**

the package that sells its contents

**MonoService Co.**  
NEWARK NEW JERSEY

**PATERSON PARCHMENT PAPER CO.**  
PASSAIC, NEW JERSEY

# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## CASH PRICES.

Based on Actual Carlot Trading, Thursday,  
February 26, 1925.

### Green Meats.

Regular Hams—	
8-10 lbs. avg.	@19 1/4
10-12 lbs. avg.	@19 1/2
12-14 lbs. avg.	@19 3/4
14-16 lbs. avg.	@20
16-18 lbs. avg.	@21 1/4
18-20 lbs. avg.	@22
Skinned Hams—	
14-16 lbs. avg.	@22
16-18 lbs. avg.	@22
18-20 lbs. avg.	@22
20-22 lbs. avg.	@20
22-24 lbs. avg.	@19
24-26 lbs. avg.	@18
26-30 lbs. avg.	@17
Picones—	
4-6 lbs. avg.	@12 1/4
6-8 lbs. avg.	@12 1/2
8-10 lbs. avg.	@11 1/4
10-12 lbs. avg.	@11 1/2
12-14 lbs. avg.	@11
Bellies—(square cut and seedless)	
6-8 lbs. avg.	@23 1/4
8-10 lbs. avg.	@23 1/2
10-12 lbs. avg.	@22 1/2
12-14 lbs. avg.	@22
14-16 lbs. avg.	@21 1/4

### Pickled Meats.

Regular Hams—	
8-10 lbs. avg.	@18 1/4
10-12 lbs. avg.	@18 1/2
12-14 lbs. avg.	@18 3/4
14-16 lbs. avg.	@18 1/2
16-18 lbs. avg.	@20
18-20 lbs. avg.	@21 1/4
Boiling Hams—(house run)	
16-18 lbs. avg.	@21 1/4
18-20 lbs. avg.	@21 1/2
20-22 lbs. avg.	@21 1/4
Skinned Hams—	
14-16 lbs. avg.	@21
16-18 lbs. avg.	@21
18-20 lbs. avg.	@21
20-22 lbs. avg.	@18 1/2
22-24 lbs. avg.	@18
24-26 lbs. avg.	@17 1/4
26-30 lbs. avg.	@16 1/4
Picones—	
4-6 lbs. avg.	@11 1/4
6-8 lbs. avg.	@11 1/2
8-10 lbs. avg.	@11 1/4
10-12 lbs. avg.	@11 1/2
12-14 lbs. avg.	@11
Bellies (square cut and seedless)—	
6-8 lbs. avg.	@22
8-10 lbs. avg.	@21 1/4
10-12 lbs. avg.	@21
12-14 lbs. avg.	@20 1/4
14-16 lbs. avg.	@20 1/4

### Dry Salt Meats.

Regular plates, 6-8.	@13 1/4
Clear plates, 4-7.	@13 1/2
Jowl butts	@11 1/4

Fat Backs—	
8-10 lbs. avg.	@12
10-12 lbs. avg.	@12 1/2
12-14 lbs. avg.	@14 1/2
14-16 lbs. avg.	@15 1/2
16-18 lbs. avg.	@16 1/2
18-20 lbs. avg.	@16
20-25 lbs. avg.	@16 1/2
Clear Bellies—shipping age.	
14-16 lbs. avg.	@19
16-18 lbs. avg.	@19
18-20 lbs. avg.	@18 1/2
20-25 lbs. avg.	@18 1/2
25-30 lbs. avg.	@18 1/2
30-35 lbs. avg.	@18 1/2
35-40 lbs. avg.	@18 1/2
40-45 lbs. avg.	@18 1/2

## FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, FEBRUARY 21, 1925.

	Open.	High.	Low.	Close.
LARD—				
May	15.55	15.75	15.55	15.75
July	15.90	16.10	15.87 1/2	16.10
September	16.27 1/2	16.47 1/2	16.22 1/2	16.47 1/2
CLEAR BELLIES—				
May	18.40	18.57 1/2	18.40	18.50
July	18.40	18.57 1/2	18.40	18.57 1/2
SHORT RIBS—				
May	16.25	16.40	16.25	16.40
July	16.60	16.65	16.60	16.65

MONDAY, FEBRUARY 23, 1925.

Holiday—Board Closed.

TUESDAY, FEBRUARY 24, 1925.

	Open.	High.	Low.	Close.
LARD—				
February	15.80	15.90	15.80	15.80a
March	15.95-16.05	16.25	15.95	16.25ax
May	16.35-40	16.60	16.32 1/2	16.60ax
July	16.80	16.95	16.67 1/2	16.92 1/2b
September	16.80	16.95	16.67 1/2	16.92 1/2b
CLEAR BELLIES—				
May	18.75	18.75	18.75	18.75
July	18.80	18.90	18.77 1/2	18.90
SHORT RIBS—				
May	16.75	16.95	16.70	16.85
July	16.80	17.15	16.80	17.15

WEDNESDAY, FEBRUARY 25, 1925.

	Open.	High.	Low.	Close.
LARD—				
February	16.10	16.12 1/2	16.00	16.00
March	16.35-40	16.42 1/2	16.25-27 1/2	16.32 1/2ax
May	16.70-67 1/2	16.72 1/2	16.60	16.65
July	17.02 1/2-05	17.10	16.95	17.02 1/2-17
CLEAR BELLIES—				
May	18.80	18.80	18.72 1/2	18.75
July	19.05	19.05	18.97 1/2	18.97 1/2ax
SHORT RIBS—				
May	17.00	17.10	16.90	16.95b
July	17.25	17.25	17.20	17.20ax

THURSDAY, FEBRUARY 26, 1925.

	Open.	High.	Low.	Close.
LARD—				
February	16.00	16.15	16.00	16.02 1/2n
March	16.35-25	16.50	16.25	16.42 1/2-45
May	16.70-60	16.82 1/2	16.60	16.80ax
July	17.00-16.97 1/2	17.17 1/2	16.97 1/2	17.12 1/2ax
September	17.15	17.30	17.15	17.30
CLEAR BELLIES—				
May	18.65	18.87 1/2	18.65	18.87 1/2b
July	18.65	18.87 1/2	18.65	18.87 1/2b
SHORT RIBS—				
May	17.05	17.12 1/2	17.05	17.10ax
July	17.25	17.30	17.25	17.30

FRIDAY, FEBRUARY 27, 1925.

	Open.	High.	Low.	Close.
LARD—				
February	16.17 1/2	16.17 1/2	16.00	16.00 n
March	16.47 1/2-50	16.50	16.30	16.30 b
May	16.80-82 1/2	16.82 1/2	16.65	16.65 ax
July	17.17 1/2	17.17 1/2	16.95	16.97 1/2
September	17.25	17.25	17.15	17.15 n
October	17.25	17.25	17.15	17.12 1/2ax
CLEAR BELLIES—				
May	19.00	19.00	18.92 1/2	19.00
July	19.20	19.20	19.12 1/2	19.20
SHORT RIBS—				
May	17.22 1/2	17.22 1/2	17.10	17.15 ax
July	17.35	17.35	17.30	17.30 ax

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, February 26, 1925, with comparisons, were as follows:

	Week ending Feb. 26	Prev. week.	Cor. week. 1924.
Armour & Co.	12,150	13,530	16,575
Anglo-Amer. Prov. Co.	6,535	7,470	8,805
Swift & Co.	14,466	19,679	15,779
G. H. Hammond Co.	6,908	9,163	9,844
Morris & Co.	11,413	17,027	21,617
Wilson & Co.	9,861	15,409	15,790
Boyd-Lunham & Co.	7,358	7,485	10,083
Western Pkg. & Pro. Co.	9,400	10,000	17,000
Roberts & Oake	7,171	4,730	6,884
Miller & Hart	4,045	5,336	5,506
Independent Packing Co.	4,914	5,274	6,087
Brennan Packing Co.	7,107	7,112	7,145
Agar Packing Co.	800	1,237	200
Total	102,130	121,443	141,882

## CHICAGO RETAIL FRESH MEATS

### Beef.

	No. 1	No. 2	No. 3
Rib roast, heavy end	25	18	12
Rib roast, light end	35	25	30
Chuck roast	30	20	14
Steaks, round	40	30	20
Steaks, sirloin, first cut	45	35	25
Steaks, porterhouse	55	40	35
Steaks, flank	28	25	18
Beef stew, chuck	18	15	12 1/2
Corned briskets, boneless	24	12	10
Corned plates	18	12	10
Corned rumps, boneless	25	22	18

### Lamb.

	Good.	Com.
Hindquarters	45	30
Legs	50	35
Stews	12 1/2	10
Chops, shoulder	24	10
Chops, rib and loin	60	..

### Mutton.

	Good.	Com.
Legs	34	..
Stew	10	..
Shoulders	15	..
Chops, rib and loin	30	..

### Pork.

	Good.	Com.
Loins, whole, 8@10 avg.	23	@25
Loins, whole, 10@12 avg.	21	@22
Loins, whole, 12@14 avg.	20	@21
Loins, whole, 14 and over	17	@18
Chops	24	@25
Shoulders	18	@18
Butts	20	@20
Spareribs	14	@14
Hocks	12	@12
Leaf lard, unrendered	20	@20

### Veal.

	Good.	Com.
Hindquarters	25	@40
Forequarters	15	@22
Legs	25	@40
Breasts	14	@15
Shoulders	13	@24
Cutlets	10	@20
Rib and loin chops	10	@40

### Butchers' Offal.

	Good.	Com.
Suet	5	@5
Shop fat	3	@3
Bones, per 100 lbs.	60	@60
Calf skins	10	@10
Kips	15	@15
Deacons	12	@12

## CURING MATERIALS.

	Bbls.	Sacks.
Double refined saltpetre, gran. L. C. L.	6 1/2	6 1/2
Crystals	7 1/2	7 1/2
Double refined nitrate of soda, f. o. b. N. Y. & S. P., carloads	4	5 1/2
Less than carloads, granulated	4 1/2	4 1/2
Crystals	5 1/2	5
Keps. 100@150 lbs., 1c more	5 1/2	5 1/2
Boric acid, in carloads, powdered, in bbls.	9	8 1/2
Crystal to powdered, in bbls., in 5-ton lots or more	9 1/2	9 1/2
In bbls. in less than 5-ton lots	9 1/2	10
Borax, carloads, powdered, in bbls.	5	4 1/2
In ton lots, gran. or powdered, in bbls.	5 1/2	5
Salt—		
Granulated, car lots, per ton f. o. b. Chicago, bulk	3.80	
Medium, car lots, per ton, f. o. b. Chicago, bulk	3.80	
Rock, car lots, per ton, f. o. b. Chicago	3.85	
Sugar—		
Raw Sugar, 96 basis	@4.85	
Second sugar, 90 basis	@4.75	
Syrup, testing 68 to 65 combined sucrose and invert	@0.23	
Standard, granulated, f. o. b. refiners (net)	@6.00	
Plantation, granulated, f. o. b. New Orleans, (less 2%)	@5.75	
Choice clarified, f. o. b. New Orleans (net)	@5.80	

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

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CHICAGO, ILL.

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Mail us samples with lowest quotations.



## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

Carcass Beef.		
	Week ending Feb. 28, 1924.	Cor. week, 1924.
Prime native steers.....	19 @20	18 @19 1/4
Good native steers.....	18 @18 1/4	16 @18
Medium steers.....	14 @16	12 @16
Heifers, good.....	13 @16	12 @16
Cows.....	7 @11	8 @12
Hind quarters, choice.....	27 @27	28 @28
Fore quarters, choice.....	15 @15	15 @15

Beef Cuts.		
Steer Loins, No. 1.....	33 @33	32 @32
Steer Loins, No. 2.....	30 @30	29 @29
Steer Short Loins, No. 1.....	45 @45	44 @44
Steer Short Loins, No. 2.....	40 @40	39 @39
Steer Loin Ends (hips).....	24 @24	23 @23
Steer Loin Ends, No. 2.....	24 @24	23 @23
Cow Loins.....	18 @18	17 @17
Cow Short Loins.....	18 @18	17 @17
Cow Loin Ends (hips).....	18 @18	17 @17
Steer Ribs, No. 1.....	22 @22	21 @21
Steer Ribs, No. 2.....	22 @22	21 @21
Cow Ribs, No. 1.....	23 @23	22 @22
Cow Ribs, No. 2.....	23 @23	22 @22
Cow Ribs, No. 3.....	9 @9	8 @8
Steer Rounds, No. 1.....	14 @14	13 @13
Steer Rounds, No. 2.....	13 1/4 @13 1/4	12 1/2 @12 1/2
Steer Chucks, No. 1.....	12 1/2 @12 1/2	12 @12
Steer Chucks, No. 2.....	12 @12	11 @11
Cow Rounds.....	11 1/4 @11 1/4	10 1/2 @10 1/2
Cow Chucks.....	8 1/4 @8 1/4	7 1/2 @7 1/2
Steer Plates.....	10 1/4 @10 1/4	9 1/2 @9 1/2
Medium Plates.....	10 @10	9 @9
Briskets, No. 1.....	16 @16	15 @15
Briskets, No. 2.....	12 @12	11 @11
Steer Navel Ends.....	7 @7	6 1/2 @6 1/2
Cow Navel Ends.....	5 1/4 @5 1/4	5 @5
Fore Shanks.....	5 1/4 @5 1/4	5 @5
Hind Shanks.....	5 1/4 @5 1/4	5 @5
Holls.....	18 @18	17 @17
Strip Loins, No. 1, boneless.....	55 @55	54 @54
Strip Loins, No. 2.....	50 @50	49 @49
Strip Loins, No. 3.....	40 @40	39 @39
Sirloin Butts, No. 1.....	30 @30	29 @29
Sirloin Butts, No. 2.....	25 @25	24 @24
Sirloin Butts, No. 3.....	18 @18	17 @17
Beef Tenderloins, No. 1.....	65 @65	64 @64
Beef Tenderloins, No. 2.....	65 @65	64 @64
Rump Butts.....	16 @16	15 @15
Flank Steaks.....	17 @17	16 @16
Shoulder Clods.....	12 @12	11 @11
Hanging Tenderloins.....	10 @10	9 @9

Beef Products.		
Brains, per lb.....	9 @10	9 1/4 @10
Hearts.....	2 @4 1/4	2 1/4 @4 1/4
Tongues.....	29 @30	28 @29
Sweetbreads.....	38 @41	37 @40
Ox-Tail, per lb.....	10 @11	9 @10
Fresh Tripe, plain.....	4 @4	3 1/2 @3 1/2
Fresh Tripe, H. C.....	6 1/4 @6 1/4	6 @6
Livers.....	9 @10	8 @9
Kidneys, per lb.....	8 @8	7 1/2 @7 1/2

Veal.		
Choice Carcass.....	18 @20	18 @20
Good Carcass.....	18 @18	17 @17
Good Saddle.....	18 @18	17 @17
Good Backs.....	12 @12	11 @11
Medium Backs.....	6 @8	6 @8

Veal Product.		
Brains, each.....	11 @12	10 @10
Sweetbreads.....	52 @53	51 @52
Calf Livers.....	35 @37	32 @33

Lamb.		
Choice Lambs.....	20 @20	19 @19
Medium Lambs.....	20 @20	19 @19
Choice Saddle.....	20 @20	19 @19
Medium Saddle.....	20 @20	19 @19
Choice Fores.....	25 @25	24 @24
Medium Fores.....	24 @24	23 @23
Lamb Fries, per lb.....	31 @31	30 @30
Lamb Tongues, each.....	13 @13	12 @12
Lamb Kidneys, per lb.....	25 @25	24 @24

Mutton.		
Heavy Sheep.....	11 @11	10 @10
Light Sheep.....	10 @10	9 @9
Heavy Saddle.....	14 @14	13 @13
Light Saddle.....	17 @17	16 @16
Heavy Fores.....	8 @8	7 @7
Light Fores.....	14 @14	13 @13
Mutton Legs.....	20 @20	19 @19
Mutton Loins.....	14 @14	13 @13
Mutton Stew.....	8 @8	7 @7
Sheep Tongues, each.....	11 @11	10 @10
Sheep Heads, each.....	10 @10	9 @9

Fresh Pork, Etc.		
Dressed Hogs.....	15 @15	14 @14
Pork Loins, 8@10 lbs. avg.....	20 @20	19 @19
Leaf Lard.....	16 @16	15 @15
Tenderloin.....	47 @47	46 @46
Spare Ribs.....	9 @9	8 @8
Butts.....	16 @16	15 @15
Hocks.....	12 1/4 @12 1/4	11 1/2 @11 1/2
Tails.....	11 @11	10 @10
Snouts.....	5 1/4 @5 1/4	5 @5
Pigs' Feet.....	5 @5	4 1/2 @4 1/2
Pigs' Heads.....	8 @8	7 @7
Blade Bones.....	8 1/4 @8 1/4	8 @8
Blade Meat.....	12 1/4 @12 1/4	11 1/2 @11 1/2
Hog Livers, per lb.....	6 @7	5 1/2 @5 1/2
Neck Bones.....	4 @4	3 1/2 @3 1/2
Skinned Shoulders.....	13 1/4 @13 1/4	12 1/2 @12 1/2
Pork Hearts.....	9 @9	8 @8
Pork Kidneys, per lb.....	8 @8	7 @7
Silp Bones.....	9 @9	8 @8
Tail Bones.....	12 @12	11 @11
Back Fat.....	16 @16	15 @15
Hams.....	21 @21	20 @20
Calas.....	13 1/4 @13 1/4	12 1/2 @12 1/2
Bellies.....	23 @23	22 @22

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	26 @26
Country style sausage, fresh, in bulk.....	18 @18
Country style sausage, smoked.....	17 @17
Mixed sausage, fresh.....	21 @21
Frankfurts in pork casings.....	14 1/4 @14 1/4
Frankfurts in sheep casings.....	17 1/4 @17 1/4
Bologna in beef bungs, choice.....	15 1/4 @15 1/4
Bologna in beef middles, choice.....	14 1/4 @14 1/4
Bologna in cloth, paraffined, choice.....	14 @14
Liver sausage in hog bungs.....	15 1/4 @15 1/4
Liver sausage in beef rounds.....	12 @12
Head cheese.....	13 @13
New England luncheon specialty.....	22 @22
Liberty luncheon specialty.....	18 @18
Mixed luncheon specialty.....	14 1/4 @14 1/4
Tongue sausage.....	23 1/2 @23 1/2
Blood sausage.....	16 1/2 @16 1/2
Polish sausage.....	15 1/2 @15 1/2
Souse.....	15 @15

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	46 @46
Cervelat, new condition, in hog bungs.....	16 @16
Cervelat, new condition, in beef middles.....	16 @16
Thuringer Cervelat.....	21 @21
Fraser.....	25 @25
Holstein.....	25 @25
B. C. Salami, choice.....	45 @45
Milano Salami, choice, in hog bungs.....	45 @45
B. C. Salami, new condition.....	21 @21
Prisces, choice, in hog middles.....	12 @12
Genos style Salami.....	55 @55
Peperoni.....	36 @36
Mortadella, new condition.....	21 @21
Capicola.....	50 @50
Italian style hams.....	55 @55
Virginia style hams.....	55 @55

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	6.25
Large tins, 1 to crate.....	7.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	6.50
Large tins, 1 to crate.....	7.50

## SAUSAGE MATERIALS.

Regular pork trimmings.....	11 1/2 @12
Special lean pork trimmings.....	14 @14
Extra lean pork trimmings.....	15 @15
Neck bone pork trimmings.....	11 1/4 @12
Pork cheek meat.....	7 1/2 @8
Pork hearts.....	3 1/2 @4
Fancy boneless bull meat, hvy.....	7 @7
Boneless chunks.....	6 1/2 @7
Shank meat.....	5 @5 1/2
No. 1 beef trimmings.....	5 @5 1/2
Beef hearts.....	8 @8
Beef cheeks, trimmed.....	4 1/4 @4 1/2
Dr. can. cows, 300 lbs. and up.....	5 1/2 @5 1/2
Dr. cutters, 350 lbs. and up.....	6 @6
Dr. Bologna bulls, 500-700 lbs.....	7 @7 1/2
Beef tripe.....	7 @7 1/2
Cured pork tongues (Canner trim).....	12 1/2 @12 1/2

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

## SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets, per tierce.....	17 1/4 @17 1/4
Beef rounds, export, 225 sets, per tierce, per sent.....	20 @20
Beef middles, 110 sets, per tierce, per set.....	1.10 @1.10
Beef bungs, No. 1, 400 pieces, per tierce, per piece.....	25 @25
Beef bungs, No. 2, 400 pieces, per tierce, per piece.....	17 @17
Beef weasands, No. 1, per piece.....	17 @17
Beef weasands, No. 2, per piece.....	17 @17
Beef bladders, small, per doz.....	1.10 @1.10
Beef bladders, medium, per doz.....	1.00 @1.00
Beef bladders, large, per doz.....	1.00 @1.00
Hog casings, medium, f. o. b., per lb.....	1.30 @1.30
Hog middles, without cap, per set.....	19 @19
Hog middles, with cap, per set.....	23 @23
Hog bungs, export.....	19 @19
Hog bungs, large, prime.....	27 @27
Hog bungs, medium.....	12 @12
Hog bungs, small, prime.....	7 @7
Hog bungs, narrow.....	4 @4
Hog stomachs, per piece.....	10 @10

## VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	18.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	15.00
Pork tongues, 200-lb. bbl.....	53.00
Lamb tongues, long cut, 200-lb. bbl.....	45.00
Lamb tongues, short cut, 200-lb. bbl.....	57.00

## BARBELED PORK AND BEEF.

Mess pork, regular.....	35.00
Family back pork, 20 to 34 pieces.....	33.50
Family back pork, 35 to 45 pieces.....	34.50
Clear back pork, 40 to 50 pieces.....	37.00
Clear plate pork, 25 to 35 pieces.....	29.00
Clear plate pork, 35 to 45 pieces.....	29.50
Bean pork.....	29.50
Brisket pork.....	29.00
Plate beef.....	19.00
Extra plate beef, 300 lb. barrels.....	30.00

## COOPERAGE.

Ash pork barrels, black iron hoops.....	1.57 1/4 @1.60
Oak pork barrels, black iron hoops.....	1.77 1/4 @1.80
Ash pork barrels, galv. iron hoops.....	1.77 1/4 @1.80
Red oak lard tierces.....	2.35 @2.40
White oak lard tierces.....	2.55 @2.60
White oak ham tierces.....	2.50 @2.50

## OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	23 @23
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	21 1/4 @21 1/4
Nut margarine, 1 lb. cartons, f.o.b. Chicago (50 and 60 lb. solid packed tubs, 1c per lb. less).....	21 @21
Pastery oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	17 @17

## DRY SALT MEATS.

Extra short clears.....	17 @17
Extra short ribs.....	17 @17
Short clear middles, 60-lb. avg.....	17 1/4 @17 1/4
Clear bellies, 14@16 lbs.....	18 1/4 @18 1/4
Clear bellies, 18@20 lbs.....	18 1/4 @18 1/4
Clear bellies, 25@30 lbs.....	18 1/4 @18 1/4
Rib bellies, 20@25 lbs.....	18 1/4 @18 1/4
Rib bellies, 25@30 lbs.....	18 1/4 @18 1/4
Fat backs, 10@12 lbs.....	12 1/4 @12 1/4
Fat backs, 12@14 lbs.....	14 1/4 @14 1/4
Fat backs, 14@16 lbs.....	14 1/4 @14 1/4
Regular plates.....	13 1/4 @13 1/4
Butts.....	11 1/4 @11 1/4

## WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	26 1/4 @26 1/4
Skinned hams fancy, 16@18 lbs.....	29 @29
Standard regular hams, 12@16 lbs.....	24 @24
Picnics, 6@8 lbs.....	16 @16
Standard bacon, 8@12 lbs.....	27 1/4 @27 1/4
Standard bacon, 4@8 lbs.....	27 1/4 @27 1/4
Standard bacon, 12@14 lbs.....	27 1/4 @27 1/4
Standard bacon strips, 6@7 lbs.....	27 1/4 @27 1/4
Cooked hams, choice, skin on, surplus fat off, smoked.....	30 @30
Cooked hams, choice, skinned, surplus fat off.....	40 @40
Cooked hams, choice, skinned, surplus fat off.....	42 @42
Cooked picnics, skin on, surplus fat off.....	24 @24
Cooked picnics, skinned, surplus fat off.....	25 @25
Cooked loin roll, smoked.....	39 @39

## ANIMAL OILS.

Prime lard oil.....	18 @18 1/4
Extra winter strained lard.....	14 1/4 @14 1/4
Extra lard oil.....	13 1/4 @13 1/4
Extra No. 1 lard.....	12 1/4 @12 1/4
No. 1 lard oil.....	12 1/4 @12 1/4
No. 2 lard oil.....	11 1/4 @11 1/4
Pure neatfoot oil.....	13 1/4 @13 1/4
Extra neatfoot oil.....	12 1/4 @12 1/4
No. 1 neatfoot oil.....	12 1/4 @12 1/4
Acidless tallow oil.....	12 1/4 @12 1/4

## FERTILIZERS.

Blood, ground.....	3.40 @3.50
Hoofmeal.....	2.90 @3.00
Ground tankage, 11 to 12%.....	2.80 @3.00
Ground tankage, 6 to 10%.....	2.50 @2.75
Crushed and unground tankage.....	2.00 @2.00
Ground raw bone, per ton.....	25.00 @27.00
Ground steamed bone, per ton.....	20.00 @24.00
Unground steamed bone.....	15.00 @15.50
Unground bone tankage.....	15.00 @15.50

## HORNS, HOOFS AND BONES.

No. 1 horns, 75 lb. average.....	325.00 @300.00
No. 2 horns, 40 lb. average.....	200.00 @210.00
No. 3 horns.....	140.00 @150.00
Hoofs, black and striped.....	40.00 @45.00
Hoofs, white.....	50.00 @55.00
Round shin bones, heavy.....	80.00 @90.00
Round shin bones, lights and med.....	70.00 @80.00
Heavy flats.....	60.00 @70.00
Light flats.....	50.00 @60.00
Thigh bones, heavy.....	50.00 @60.00
Thigh bones, lights and med.....	40.00 @50.00
Buttock bones.....	45.00 @50.00

Note—These quotations apply to No. 1 product, which must be assorted, free from grease spots and cracks, hard and clean, uniform as to cut and weight. Packed in double bags and carload lots. Quotations on unselected stock will be found in "Packinghouse By-Products Markets" reports on another page.

## LARD (Unrefined).

Prime, steam, cash tierces.....	15.92 @15.92
Prime, steam, loose.....	15.07 @15.07
Leaf, raw.....	14.50 @14.50
Neutral lard.....	17.00 @17.00

## LARD (Refined).

Pure lard, kettle rendered, per lb.....	16.00 @16.00
Pure lard, tierces.....	16.00 @16.00
Compound.....	13.00 @13.00

## OLEO OIL AND STEARINE.

Oleo oil, extra.....	11 1/4 @11 1/4
Oleo stock.....	10 1/2 @11
Prime No. 1 oleo oil.....	10 1/2 @11
Prime No. 2 oleo oil.....	10 @10 1/4
No. 3 oleo oil.....	9 1/2 @9 1/4
Prime oleo stearine, edible.....	10 1/2 @11



# Retail Section

## Tells of Food Values in Selling Meats

Four hundred Minneapolis retail meat dealers and packers' salesmen attended the first meat trade meeting of the year, held in the West Hotel, on February 24, under the direction of the Meat Council of Minneapolis. The principal talk of the meeting was given by Charles W. Myers, representing the National Association of Meat Councils. His subject was "The Importance of Food Values in Selling Meat."

E. B. Franz, president of the Council, presided at the meeting, and D. W. Martin, secretary of the National Association, gave a short talk sketching the aims and purposes of the Meat Council organization. At the close of the meeting the dealers present indicated by an unanimous vote their desire for a series of similar meetings to be held during the coming months.

In his discussion of food values Mr. Myers emphasized the importance of passing on to the consumer the facts of meat food value. He pointed out how the manufacturers of other food products have used nutritional information in their advertising and selling; and, to illustrate this point, he showed actual advertisements in a number of leading periodicals, in which national advertisers were placing the facts about the food value of their product before thousands of readers.

"By means of such publicity," Mr. Myers stated, "and through the efforts of Women's Clubs and schools, the housewives of this country have learned the importance of considering nutritive content when selecting food for the diet of their family. There can be no doubt that this development has made necessary an important change in the methods of merchandising food products."

### A Book for Retail Salesmen.

"Every salesman in the retail store should become familiar with the primary facts about meat and should take every opportunity to get these facts to the consumer," Mr. Myer stated. "The Meat Council is distributing here tonight an eight-page booklet which presents in simple and easily understood form, an outline of the food value of meat."

"Every man here should read this book carefully to learn what it contains and to grasp the significance of the subject. Then he should pass it to every one of his shop assistants so that they may do the same thing. The book ought to be kept on hand in the store so that the dealer or his assistants can refer to it at any time to obtain information for customers. If the facts about meats' food value are presented properly to the housewife, she will buy more meat and like it better, because she then will appreciate that its food properties make it a food of unusual importance from the nutritional standpoint."

The nature of meat's food properties then was outlined briefly by Mr. Myers. He pointed out the authorities agree that meat is a valuable food, aside from its tastiness and flavor which have made it universally popular, and that it contains proteins, valuable fats and certain minerals and vitamins. He stated that meat has been found to cause no disease, and,

to the contrary, helps to cure some diseases and prevent others.

### How Retailers Can Help.

In discussing methods by which the retailer could cash in on meat's food value and help to increase the demand for meat, he stated that the retail dealers should co-operate in passing this information to the consumer, both as a means of refuting false charges against meat's value and also to create a new appeal for meat, just as other food industries are doing for their product.

Other factors in the meat industry are cooperating in this work, according to Mr. Myers. He pointed out that the Institute of American Meat Packers, the National Live Stock and Meat Board, and individual packers are placing the facts about meats' food value before the consumer by means of leaflets, advertisements, and lecturers. He added that the retail meat dealer was profiting directly from this work.

A ladies' quartette from the Great Northern Railway provided entertainment during the program and was called back for a number of encores. Another feature of the meeting was the distribution of a number of prizes to those who held lucky numbers.

The Council is planning a second meeting for the latter part of March. The exact date and other details will be announced later.

### LOCAL AND PERSONAL.

The City Meat Market in Springer, N. Mex., has been sold to Frank M. Littleton.

A new meat market, known as the Acadia Meat Market, has been opened in Crowley, La., by L. L. Dumesnil.

A new meat, fish and vegetable market has been established at 4913 College

avenue, Indianapolis, Ind., by Fletcher & Eaton.

A new meat market has been opened at 504 East McCarty street, Indianapolis, Ind., by J. H. McClure.

H. L. Jones has opened a new meat market in Ozark, Ark.

A new meat market has been opened in Moundsville, W. Va., by James Howard.

Frank Mello has opened a new meat market, known as the Giant Market, at 23d and Clinton avenue, Richmond, Calif.

T. C. Wiser has added a meat department to his grocery store in Trafford, Pa.

A new meat market has been opened in Woodburn, Ore., by W. G. Perry.

E. A. McCoy has added a meat department to his Sunnyside Grocery, Kearney and Market streets, San Pablo, Calif.

A new meat market and grocery has been opened at 449 Alvarado street, Monterey, Calif., by W. J. and A. Espindola.

E. C. W. Morgan has opened a new meat market in Fullerton, Calif.

A new meat market has been opened in Postville, Ia., by Wendel Wagner.

F. C. Ewald has sold his Sanitary Meat Market in Milbank, S. D., to H. H. Wilcox & Son.

A new meat market, known as the Quality Meat Market, has been opened at 113 W. Allegan street, Lansing, Mich., by A. J. Wheaton.

A new meat market has been opened in Welch, Okla., by Clay Headlee.

"Bud" Thompson has sold his meat market in Stilwell, Okla., to H. F. Worley.

The Peoples Meat Market in Palmer, Kans., has been sold to Wm. Buch and Tony Wurtz.

F. A. Siler has sold his meat market in Fredonia, Kans., to J. H. Gardner.

Louis Bordenkircher has sold his Empire Meat Market in Vinita, Okla., to M. L. Ross.

Mr. and Mrs. Q. L. Martin have sold their Wayne Meat Market in Waynesboro, Miss., to Y. L. and J. H. Busby.

A new meat market has been opened in Burnet, Tex., by Haines Bowmer.

The meat market owned by George Waddell, located at Sixth street and Kansas avenue, Kansas City, Kans., was recently damaged by fire.

A new meat market has been opened in Mosquero, N. M., by Barney Oldfield.

A new meat market is soon to be opened in Marland, Okla., by J. H. Hendren.

Chenault and Heard have sold their City Meat Market, located in Quanah, Tex., to George Powell, Virgil Collins and Earl Flynt.

A meat department has been opened in the Farmers store in Charon, Nebr., by William Reische.

A new meat market has been opened at the corner of Eleventh and Fatherland streets, Nashville, Tenn., by Douglas Odom.

A new meat market and grocery has been opened at the corner of Fifth and Monroe streets, Nashville, Tenn., by T. J. Murphy.

John Young has sold his meat market in Genoa, Nebr., to Charles Lindbloom and Henry Peter.

C. M. Michols has purchased the meat business of Fred Herps, Dorr, Mich.

A. E. Newton has purchased the Wilcox Meat Market, Wilcox, Neb., from G. C. Lenon.

R. R. Savage has purchased the meat and grocery business of R. A. Brown, Elsie, Nebr.

Wm. Reische has engaged in the meat business at Chadron, Neb.

Palmer Bros. & Ripple have opened in the meat and grocery business at Fifth avenue and Main street, Mandan, N. D.

## Retail Cutting Tests

Do you make your own cutting tests, Mr. Retailer?

**You are working in the dark if you do not!**

The valuable series of articles on cutting tests for the retail meat dealer which ran in THE NATIONAL PROVISIONER has been reprinted into one pamphlet. It makes a handy reference guide to follow in making your cutting tests. Every retailer needs one.

They may be had by subscribers by sending in the attached coupon, together with 5 cents in stamps:

The National Provisioner,  
Old Colony Bldg., Chicago, Ill.

Please send me copy of reprint on "Cutting Tests for Retailers."

Name .....

Street .....

City .....

Enclosed find 5 cents in stamps.

**MINN. DEALERS' CONVENTION.**

The eighth annual convention of the Minnesota Retail Meat Dealers Association was held February 17 and 18, 1925, at the St. Francis Hotel, St. Paul, Minn. During the opening exercises there were something like 200 meat dealers present. This number increased as the day went on.

President Frank J. Hunstiger in his opening address extended a hearty welcome to the members present. After appointment of the various session committees, reports of the officers were presented.

The president's address was very interesting and the members listened to it attentively. The general theme was that of organization, co-operation, and the general accomplishments of the association during the past year. It was received with much applause.

**Membership Gain Enormous.**

Secretary A. J. Tupa reported that the gain in membership during the year was over 100 per cent and that the association was in a good flourishing condition, both numerically and financially.

In attendance at the opening session were: Jacob Herman, Charles Hess, A. J. Gahn, and Emil Priebe, all of Milwaukee, and affiliated with the Wisconsin Market Men's Association. These men are prominently known in the retail meat trade nationally and their presence was keenly appreciated by all who came in contact with them.

In their talks and discussions much was learned for the benefit of the retail meat dealer.

**Visit Armour Plant.**

In the afternoon the delegates and visitors were the guests at luncheon at Armour and Company, So. St. Paul. After luncheon an inspection of the plant was made.

In the evening a meeting was held to which all wholesalers, their help, retailers, and their help were invited. The large banquet room of the hotel was filled to overflowing. At this symposium on co-operation and organization John A. Kotat, national secretary of the United Master Butchers of America, read a very interesting paper entitled "What is going on in the Meat Industry."

R. H. Gifford, of Swift & Company, had for his subject "The Value of Co-operation between the Meat Dealer and the Allied Interests." C. W. Meyers of Armour and Company gave a very interesting talk on "The Value of Trade Associations."

All of these men gave something to the listeners which will be of vast benefit to enhance their success.

**National President Fenske in Chair.**

A. H. Fenske, National President of the United Master Butchers of America, acted as the speaker in charge of the meeting.

On Wednesday morning, deliberations and discussions were continued along such lines as would tend to be of benefit to the retailers.

Anthony Friedman, of Saint Paul, took a very active part in these proceedings and led the discussion as to developments which can be brought about through neighboring retailers working in harmony and with that spirit of wishing success to each other.

**Resolutions Adopted.**

The matter of where wholesaling ends

**THE NATIONAL PROVISIONER****YORK Self-Contained Refrigerating Machines**

are ideal for the Meat Market. They save money and furnish an independent source of satisfactory Refrigeration.

The complete machine is mounted on a rigid cast-iron base—easy to install, easy to operate, efficient, economical, and can be driven by any available power.

You may have always thought your Market was not large enough to justify the installation of Mechanical Refrigeration, but this is just the little machine you have been looking for. It is worth your investigation.

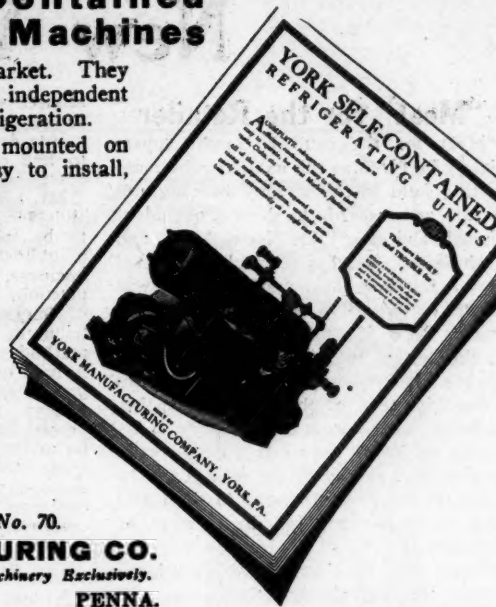
Write for Bulletin No. 70.

**YORK MANUFACTURING CO.**

*Ice Making and Refrigerating Machinery Exclusively.*

**YORK,**

**PENNA.**



and retailing begins was thoroughly discussed and the following resolution was drawn up and voted on unanimously:

"That the officers be instructed to write a letter to the National Association relative to the sale and distribution of meats by wholesalers to consumers, in that the line of distinction should be definite and understood. As it is now, the general letter sent out from headquarters of packers last summer to the managers as to sale of meats from the wholesale point of view does not draw such a line.

"It allows the manager to use his judgment as to whether a local merchant could handle the supply to hotels, restaurants, cafes, hospitals, commissariats, etc.

"This could be entirely eliminated by having the wholesaler refrain from selling to anyone excepting the legitimate retail meat dealer; and he, in turn, to supply the trade through whatever outlet there may be.

"There is no retail meat dealer, as such, today where any of these institutions are that could not supply the trade upon reasonable demand, which is no different than what the distributing points of the wholesalers ask."

The association also went on record as being opposed to any legislation tending to prohibit the sale and distribution of oleomargarine in the State of Minnesota.

Dr. C. E. Cotton, secretary and executive officer of the State Livestock Sanitary Board of Minnesota, also gave a short talk before the directors of the association along meat inspection lines. He was of the opinion that state-wide inspection of meats would be most satisfactory, but alluded to the tremendous amount of money it would take to carry out provisions of any enactments.

Local inspection, he thought, was the proper thing under present conditions, especially since great economy is being practiced everywhere.

Officers elected for the ensuing year were as follows: President, Frank Hunstiger, St. Cloud; first vice-president, Andrew Saffert, New Ulm; second vice-president, L. Wetzler, Duluth; third vice-president, Frank J. Passard, Grand Rapids; fourth vice-president, Peter Galle, Madison; secretary-treasurer, A. J. Tupa, Saint Paul.

Directors elected were: Chas. Gause, Anthony Friedmann, H. F. Sanders, A. H. Weinke, F. W. Ruff, J. N. Bowen, Fred Stiegler, J. Gnifskowski, John Licht-

**For Sausage Makers**

**BELL'S**

Patent Parchment Lined

**SAUSAGE BAGS**

and

**SAUSAGE SEASONINGS**

For Samples and Prices, write

**THE WM. G. BELL CO.**  
**BOSTON MASS.**

scheidt, Frank Nitzkowski, A. Nitschke, F. W. Meyer.

The next meeting place has been left to the directors to decide.

**EASTERN DISTRICT BALL.**

A record-sized crowd attended the sixth annual vaudeville show and ball of the Eastern District Branch, United Master Butchers of America, held Feb. 12, 1925, at Schwaben Hall, Brooklyn, N. Y.

Seven acts of vaudeville opened the program, and were very much enjoyed. After this the evening was devoted to dancing, with music by an excellent orchestra.

The door prize, a wooden meat block, was won by Peter Roth, a member of the branch. In the drawing for a steer, the prize was also won by a member, Rudolph Schwartz.

Among the visitors were: State President Moe Loeb, with Mrs. Loeb and their son; Mr. and Mrs. George Kramer, from Ye Olde New York Branch; Mr. and Mrs. Burck, Mr. and Mrs. Wm. Kramer, John F. Hildemann and Mr. and Mrs. Wm. Helling, of Brooklyn, and many others from different branches.

The committee in charge of the entertainment consisted of Charles A. Raedle, Jr., chairman, Otto Haun and Fred C. Riester.



# New York Section

## "Meat" for the Retailer

"Meat for the retailer" might appropriately be given as the name for the mass meeting held last Thursday evening under the auspices of the New York Meat Council and Ye Olde New York and Washington Heights Branches, United Master Butchers of America. This was a rare opportunity for the butchers of Greater New York to hear suggestions for the betterment of the retailer.

It is a lamentable fact that the man who is most in need of the information that has been gleaned from a wide study of his specific problems does not seem to have the time, the energy or the will power to attend the meetings prepared for him, and listen to suggestions for the solution of his problems.

Bryant Hall should not have been large enough to hold all, but there was still room when Chairman Frank P. Burck of the New York Meat Council called the meeting to order, and after explaining its object in his usual dignified manner introduced the first speaker, Pendleton Dudley, Secretary of the New York Meat Council.

Mr. Dudley told about the present investigation that was being financed by the wholesalers and some livestock men, co-operating with retail associations. He stated that there could be no more appropriate place than New York City for such an investigation, for nowhere is there a greater meat consuming public, and especially at this time.

Walter Blumenthal, president of the United Dressed Beef Company, was the next speaker. The wholesaler, said Mr. Blumenthal, has about the same problems as the retailer, and these we are endeavoring to iron out through the Meat councils and other associations throughout the country.

Four industries enter into the meat situation—cattle raisers, feeders, packers and retailers—which form a sort of an endless chain. When one is in trouble, all are affected. He stated that nowhere was better meat required than in New York, and that the average meat sold is good meat.

In conclusion Mr. Blumenthal said the meat council is a step in the right direction to iron out the difficulties which occur from time to time in all large industries like the meat industry, and which the retailer as well as the wholesaler realizes is of importance. Mr. Blumenthal extended his congratulations for the work that has been done.

### A Study of Retail Methods.

The next speaker was Roy C. Lindquist, investigator for the Bureau of Business Research, Northwestern University School of Commerce. Mr. Lindquist stated that the present study of the retail meat situation revealed many interesting things, but the astonishing fact remained that of the meat markets in Chicago, Cleveland and New York investigated, less than one-fourth were earning a profit; about one-half were making a living wage, while about one-third were actually losing money.

All of this tended to show the necessity of an educational investigation of a scientific nature. Each year, said Mr. Lindquist, there are a tremendous amount of

failures which cause a great national and economic loss. Under these conditions it was decided to conduct a further study to find out why some retailers are successes while others are failures.

Mr. Lindquist said he would just hit the high spots of the study and the subjects to be taken up, such as location, rent, neighborhood, class of people, volume of business, quantity, number of shops, competition, management, methods, handling of employees, how their time was distributed; retailers purchasing and buying methods; how, what and where they buy; terms, quantity and price; handling of products, cut, trim, disposal of waste, etc.; display, advertising, type of trade, the private market as compared with the public market, relative efficiency of the two; trade demands and how they are met; service, peak-hour trade and how met; common mistakes and inefficient methods employed by dealers. All of this would be covered in the form of a report.

### Mistakes of the Retailer.

Among some of the mistakes noted in visits to shops in other cities were that the average butcher gives very little attention to the location of his shop. In this connection a recent census showed there were too many men in the retail meat business in New York City, as there were only 600 people to each shop, some of whom did not eat at home, cutting the number down to about 500, whereas statistics showed it required about one thousand people per shop to make a profit.

Many retailers do not have any understanding of the rent question; do not know whether their rent should be 2 or 2½ per cent or more of sales; do not try to make a comparison of the number of shops to the possible volume of business that can be secured; do not study the extent of the trade and how far they will come to trade; do not pay attention to the types of people—some use meat and some very little.

Some retailers have too much help, or have an expensive man doing cheap work.

In the matter of purchasing many butchers make the mistake of over-buying; others try to buy as cheaply as possible. Many admit that where they can buy for ¼, ½ or a cent less they overbuy without figuring loss in trimming, in shrinkage and in waste—in other words, they overstock to beat the market!

### Retailer Should Buy Right.

Another error in buying is scattering purchases; they do too much shopping and do not buy enough from one packer to make his sales worth while. Buying is one of the most essential things, and "shopping" does not justify the amount of time consumed. Many retailers have little confidence in the packer, and are afraid he is going to cheat them.

Cutting is different in every city, and even in the same city. Dealers are becoming very much interested in cutting tests.

The speaker stressed the great amount of left-overs, which the butcher could build up to a wonderful trade in corned beef, taking care to use only good meat and care in handling brine. Many butchers leave pieces around until they are too old to do anything with them.

Many dealers give little heed to display; do not change it often enough; use too many items; do not make proper use of price tags; all in the window and none on the counters or other places in the interior of the shop.

Misleading advertising makes competition very hard, but which is very unsuccessful in most cases.

The average retailer has very little knowledge of the cost of the various cuts; does not make tests to ascertain costs. The successful dealer operates on the one-price basis; some dealers pay too much attention to prices of competitors. Price cutting is very serious and should be eliminated.

With reference to the varying markets, Mr. Lindquist said the retailer does not follow the wholesaler.

On selling methods he said the average customer demands prompt attention. The average dealer is slow in waiting on trade; is too friendly with the trade; many are not as courteous as they might be. Many do not use the silent salesman—the signs in the shops.

The peak hour trade centers in certain parts of the day; some are overcoming this problem by cutting meats in advance, doing away with the cost of extra help to take care of them.

In conclusion Mr. Lindquist said he was receiving splendid cooperation in New York, where he expected to remain for a few weeks more.

### Other Speakers Tell of Work.

The next speaker was Joseph Eschelbacher, president of the Washington Heights Branch, United Master Butchers of America, and treasurer of the New York Meat Council. He told of the work of the Branch, and especially the splendid results of the plate glass, fire insurance and compensation funds.

Mr. Eschelbacher was followed by Albert T. Rohe, of Rohe and Brother. Mr. Rohe told a few witty stories and said the Council was taking a step in the right direction, following as it were the lead which George L. McCarthy started in 1906 when he organized the American Meat Packers' Association.

B. F. McCarthy, Marketing Specialist, U. S. Department of Agricultural Economics, spoke on standardization of meat grades and the good results to the retailer.

The next speaker was George Kramer, president of Ye Olde New York Branch, who told about the work of the branch, the many innovations started for the benefit of the members, which resulted in great savings to them, and in conclusion spoke of the wonderful California trip which was to precede the national convention of the Master Butchers in Omaha next August.

The last speaker of the evening was Horace Secrist, Ph.D., Director of the Bureau of Business Research, Northwestern University, School of Commerce. Dr. Secrist spoke on the recent study made, which resulted in the simplified book-keeping methods for the retailer, and upon the present study on efficient and inefficient methods and suggestions for their possible solution.

### MANHATTAN SANITARY ELECTS.

There were forty-seven members and guests present at the annual meeting and beefsteak dinner of the Manhattan Sanitary Inspection Association, held at the Castle Cave grill, on Seventh avenue, on the evening of Wednesday, February 18th. The following were elected officers for the ensuing year: W. H. Noyes, chairman; W. A. Lynde, vice-chairman; Albert T. Rohe, treasurer; and W. F. Schmidlein, secretary.

All agreed that the beef steak was of the finest, the entertainment was good and all enjoyed a pleasant evening. Among the guests were E. Stanley Clarke, J. A. Bear and John C. Cutting, the latter of the Institute of American Meat Packers.

M. H. Nagle, of the Nagle Packing Company, is vacationing at Palm Beach, Fla.

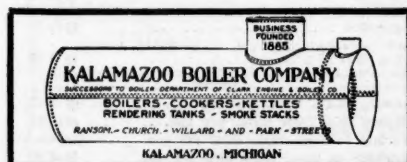
Philip Reed, treasurer of Armour and Company, Chicago, was a visitor to the city this week.

Among the visitors to the Cudahy Packing Company this week were R. J. Lawrence, automobile equipment department; Vice-President E. A. Cudahy, Jr., Secretary A. W. Anderson, of Chicago, and P. L. Robertson, beef cuts department, Omaha.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending February 21, 1925: Meat.—Manhattan, 118 lbs.; Brooklyn, 750 lbs.; Bronx, 188 lbs.; total, 1,056 lbs. Fish.—Manhattan, 30 lbs.; Brooklyn, 54 lbs.; total, 84 lbs. Poultry and Game.—Manhattan, 753 lbs.

Preceding the mass meeting last Thursday night a dinner was given at the Cafe Lafayette to Professor Secrist and Roy C. Lindquist at which the following were present: Messrs. Secrist, Lindquist, Frank P. Burck, George Kramer, Pendleton Dudley, Joseph Eschelbacher, Moe Loeb, Charles Kramer, Albert T. Rohe, Herman Kirschbaum, Louis Goldstein and R. Arndt.

At their beefsteak dinner on Saturday, February 21, in the Hotel Berkshire, Madison Avenue and 92nd street, the Wilson Fellowship Club had the pleasure of having with them several Chicago representatives, including C. Middlebrook, Dr. A. Lowenstein and S. C. Frazee. In addition, among the old friends were Mr. and Mrs. I. Stiefel and Miss L. M. Knoeller of the Manhattan Sanitary Inspection Association. Mr. and Mrs. Eugene Walters and Mr. and Mrs. O'Keefe, well-known in the trade, were the guests of Mr. Louis Joseph. Mr. and Mrs. W. A. Lynde had as their guest Miss Gladys Pratt of Boston. Credit for the fine turnout and pleasant time should be given to J. Montgomery, who was the chairman of the affair.



Joe. Himmelsbach, M. E. Otto S. Schlich, C. E.  
**Himmelsbach & Schlich**  
 ENGINEERS AND ARCHITECTS  
 Specializing in Packing Houses, Abattoirs, Ice Making and Refrigerating Plants, Lard and Fat Rendering Plants, Oil Refineries.  
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a basket  
to try  
before you buy

You Need  
a delivery basket  
that endures—  
one that is truly  
wear-resisting

We've got it—  
You should have it



(MAIL COUPON)

## A. BACKUS, JR., & SONS

DETROIT, MICHIGAN

Gentlemen—Please send "BACKUS" delivery basket to me  
 FREE as advertised in "The National Provisioner."

Name .....

Street .....

City ..... State .....

FOR THIS COUPON MUST BE USED  
 FREE OFFER

*In Spices, too, the Best Is The Cheapest*

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Importers **SPICES** Grinders

**Butchers Mills Brand**

*40 years reputation among packers for quality*



# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium	8.50@9.00
Cows, canners and cutters	2.00@2.50
Bulls, bologna	4.25@5.25

## LIVE CALVES.

Calves, veal, prime, per 100 lbs.	15.00@17.50
Calves, veal, good to choice	12.00@16.50
Calves, veal, culls, per 100 lbs.	7.00@10.00

## LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.	@18.50
Lambs, fair to good, per lb.	17.00@18.25
Lambs, com. to med.	@15.00

## LIVE HOGS.

Hogs, heavy	@12.25
Hogs, medium	11.85@12.15
Hogs, 140 pounds	11.50@11.75
Pigs, under 70 pounds	@10.25
Roughs	10.00@10.25

## DRESSED BEEF.

### CITY DRESSED.

Choice, native, heavy	@19
Choice, native, light	@19
Native, common to fair	@14

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	@16
Native choice yearlings, 400@600 lbs.	@19
Western steers, 600@800	@12
Texas steers, 400@600 lbs.	@11
Good to choice heifers	@18
Good to choice cows	@12
Common to fair cows	@8
Fresh bologna bulls	@8

## BEEF CUTS.

	Western.	City.
No. 1 ribs	@22	23 @25
No. 2 ribs	@15	19 @22
No. 3 ribs	@11	15 @18
No. 1 loins	@25	34 @36
No. 2 loins	@18	28 @32
No. 3 loins	@9	25 @27
No. 1 hinds and ribs	@26	17 1/2 @25
No. 2 hinds and ribs	@18	15 @17
No. 3 hinds and ribs	@14	13 1/2 @14 1/2
No. 1 rounds	@14	@14
No. 2 rounds	@11	13 @14
No. 3 rounds	@8	11 @12
No. 1 chucks	@14	13 @14
No. 2 chucks	@10	11 @12
No. 3 chucks	@6	@10
Bolognas	@6	9 @9 1/2
Bolls, reg., 6@8 lbs. avg.	@22	@23
Bolls, reg., 4@6 lbs. avg.	@17	@18
Tenderloins, 4@6 lbs. avg.	@60	@70
Tenderloins, 5@6 lbs. avg.	@80	@90
Shoulder clods	@10	@11

## DRESSED CALVES.

Prime	@22
Choice	@20
Good	@20
Medium	@16
Common, 10@12 lbs. avg.	@13

## DRESSED HOGS.

Hogs, heavy	@15 1/2
Hogs, 180 lbs.	@15 1/2
Hogs, 160 lbs.	@16 1/2
Pigs, 80 lbs.	@16 1/2
Pigs under 140 lbs.	@16 1/2

## DRESSED SHEEP AND LAMBS.

Lambs, choice spring	@30
Lambs, poor grade	@28
Sheep choice	@20
Sheep, medium to good	@15
Sheep, culls	@14

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	20 1/2 @21 1/2
Hams, 10@12 lbs. avg.	20 1/2 @21 1/2
Hams, 12@14 lbs. avg.	20 1/2 @21 1/2
Picnics, 4@6 lbs. avg.	14 @14 1/2
Picnics, 6@8 lbs. avg.	14 @14 1/2
Rollettes, 6@8 lbs. avg.	15 1/2 @16 1/2
Beef tongue, light	@30
Beef tongue, heavy	@40
Bacon, boneless, Western	@25
Bacon, boneless, city	@22
Pickled bellies, 10@12 lbs. avg.	@18

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10-12 lbs. avg.	@20
Pork loins, frozen, 10-12 lbs. avg.	@18
Pork tenderloins, fresh	@50
Pork tenderloins, frozen	@45
Shoulders, city, 10@12 lbs. avg.	@17
Shoulders, Western, 10@12 lbs. avg.	@15
Butts, boneless, Western	@20
Butts, regular, Western	@18
Hams, city, fresh, 8@10 lbs. avg.	@23
Hams, Western, fresh, 10@12 lbs. avg.	@20
Picnic hams, Western, fresh, 6@8 lbs. avg.	@14
Pork trimmings, extra lean	@17
Pork trimmings, regular, 50% lean	@13
Spare ribs, fresh	@15
Leaf lard, raw	@18

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	@130.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	80.00@100.00
Black hoof, per ton	40.00@50.00
Striped hoofs, per ton	40.00@50.00
White hoofs, per ton	@85.00
Thigh bones, avg. 85 to 90 lbs., per 100 pcs.	@140.00
Horns, avg. 7 1/2 oz. and over, No. 1s	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s	200.00@225.00

## FANCY MEATS.

Fresh steer tongues, untrimmed	@30c	a pound
Fresh steer tongues, L. C. trim'd	@38c	a pound
Calves' heads, scalded	@55c	a piece
Sweetbreads, veal	@75c	a pair
Sweetbreads, beef	@55c	a pound
Beef kidneys	@16c	a pound
Mutton kidneys	@8c	each
Livers, beef	@23c	a pound
Oxtails	@15c	a pound
Hearts, beef	@8c	a pound
Beef hanging tenders	@18c	a pound
Lamb fries	@10c	a pair

## BUTCHER'S FAT.

Shop fat	@3
Breast fat	@4 1/2
Edible suet	@6
Cond. suet	@5
Bones	@25

## SPICES.

	Whole.	Ground.
Pepper, Sing., white	24	27
Pepper, Sing., black	15	18
Pepper, Cayenne	11 1/2	15 1/2
Pepper, red	22	22
Allspice	10	13
Cinnamon	11 1/2	14 1/2
Coriander	8	9
Cloves	27	32
Ginger	26	29
Mace	1.05	1.10

## GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	2.29	3.10	3.15	3.40	4.10
Prime No. 2 veals	.27	2.90	2.90	3.15	3.85
Buttermilk No. 1	.26	2.75	2.80	3.05	...
Buttermilk No. 2	.24	2.55	2.55	2.80	...
Branded Gruby	.31	2.15	2.15	2.40	2.65
Number 3	...	...	...	...	...

## CURING MATERIALS.

In lots of less than 25 bbls.:	Bbls.	per lb.
Double refined saltpetre, granulated	6 1/2c	6 1/2c
Double refined saltpetre, small crystal	7 1/2c	7 1/2c
Double refined nitrate soda, granulated	4c	3 1/2c
In 25 barrel lots:		
Double refined saltpetre, granulated	6 1/2c	6c
Double refined saltpetre, small crystal	7 1/2c	7c
Double refined nitrate soda, granulated	3 1/2c	3 1/2c
Carload lots:		
Double refined nitrate soda, granulated	3 1/2c	3 1/2c
Double refined saltpetre, granulated	6c	5 1/2c

## DRESSED POULTRY.

### FRESH KILLED.

Chickens—fresh—dry packed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	@35
Western, 48 to 54 lbs. to dozen, lb.	@32
Western, 48 to 47 lbs. to dozen, lb.	@31
Western, 36 to 42 lbs. to dozen, lb.	@25
Western, 30 to 35 lbs. to dozen, lb.	@23
Chickens—fresh—dry packed, milk fed—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.	@37
Western, 48 to 54 lbs. to dozen, lb.	@33

Western, 43 to 47 lbs. to dozen, lb.	@34
Western, 36 to 42 lbs. to dozen, lb.	@31
Western, 30 to 35 lbs. to dozen, lb.	@29
Fowls—fresh—dry packed—12 to box, fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	@28
Western, 55 to 59 lbs. to dozen, lb.	@28
Western, 48 to 54 lbs. to dozen, lb.	@28
Western, 48 to 47 lbs. to dozen, lb.	@27
Western, 36 to 42 lbs. to dozen, lb.	@23
Western, 30 to 35 lbs. to dozen, lb.	@21
Ducks—	
Western, fancy, bbls.	@27 @28
Squabs—	
White, 12 lbs. to dozen, per dozen	11.00@12.00
White, 10 lbs. to dozen, per dozen	9.50@10.00
Culls, per doz.	1.50@2.00

## LIVE POULTRY.

Fowls, via freight, including premiums	@31
Old roosters, via freight	@15
Ducks, nearby, via express	@30
Turkeys, via express	@35
Geese, via express	@25
Pigeons, per pair, via freight or express	@65
Guinea, per pair, via freight or express	@65

## BUTTER.

Creamery, extras (92 score)	@41
Creamery, firsts (90 to 91 score)	39 1/2 @40 1/2
Creamery, seconds	35 1/2 @37 1/2
Creamery, lower grades	34 @35

## EGGS.

Fresh gathered, extras, per doz.	@39
Fresh gathered, extra firsts	@38
Fresh gathered, firsts	@37
Fresh gathered, checks, fair to choice dry	@34

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate bulk f.o.b. works, per 100 lbs.	@2.70
Ammonium sulphate, double bags, per 100 lbs. f.a.s., New York	@3.00
Blood, dried, 15-16% per unit	@3.50
Fish scrap, dried, 11% ammonia, 15% B. P. L. bulk, f.o.b. fish factory	Nominal
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.50 and 10c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	Nominal
Soda Nitrate, in bags, 100 lbs., spot	@2.85
Soda Nitrate, in bags, March	@2.60
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	3.60@10c
Tankage, unground, 9-10% ammonia	2.80@10c
Phosphates.	
Bone meal, steamed, 3 and 50 bags per ton	@29.00
Bone meal, raw, 4 1/2 and 50 bags per ton	@34.00
Acid phosphate, bulk, f. o. b. Balt., per ton, 16%	@9.50
Potash.	
Kalmit, 12.4% bulk, per ton	@7.75
Manure salt, 20% bulk, per ton	@10.35
Muriate in bags, basis 80% per ton	@33.00
Sulphate in bags, basis 80% per ton	@44.00

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for week ending February 19, 1925:

	February	13	14	16	17	18	19
Chicago	40	40 1/2	40 1/2	41	41	41	40 1/2
New York	40 1/2	40 1/2	41 1/2	41	41	41	41
Boston	40 1/2	41	41	41	41	41	41 1/2
Philadelphia	41 1/2	42	42 1/2	42	42	42	42

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

40	40 1/2	40 1/2	41	40 1/2	40 1/2
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## Receipts of butter by cities, (tubs):

	This Week.	Last Week.	Year.	Since Jan. 1—1925.	1924.
Chicago	31,087	30,883	Holiday	330,989	Holiday
New York	43,399	32,484	Holiday	401,109	Holiday
Boston	13,515	14,323	Holiday	116,131	Holiday
Philadelphia	14,289	11,824	Holiday	105,225	Holiday
Total	102,290	89,519	Holiday	953,454	Holiday

## Cold storage movement, (lbs.):

	In Feb. 19.	Out Feb. 19.	On hand Feb. 20.	Cor. week.
Chicago	6,812	155,604	5,808,853	Holiday
New York	159,418	136,878	7,236,634	Holiday
Boston	95,530	4,970	225	Holiday
Philadelphia	9,000	26,734	1,969,101	Holiday
Total	175,830	414,746	19,068,816	Holiday



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Experienced casing salesman desires connection with some reliable house. Address replies to W-836, The National Provisioner, 15 Park Row, New York City.

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Sales manager with 15 years experience with big and small packers in manufacture and sale of animal and poultry protein feeds; fertilizer, and manipulation of raw materials through most profitable channels. Also familiar with tallows, greases, bones, hair, glue, glue stocks, sausage casings, etc. Age 35; married. Now employed but considering change for personal reasons. Best references. W-839, The National Provisioner, Old Colony Bldg., Chicago, Ill.

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### Freezing Tanks

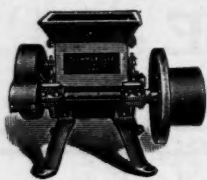
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Founded 1834

**Aurora, Indiana**

New York Office

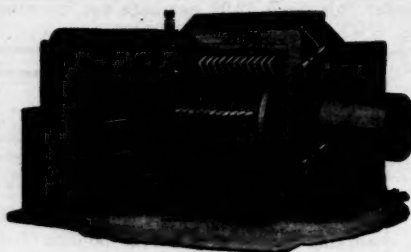
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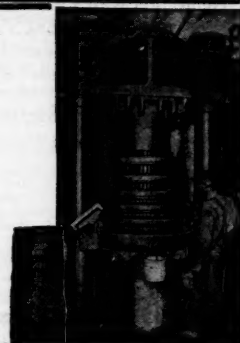
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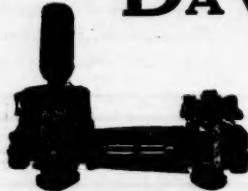
434 Washington Ave.  
Philadelphia, Pa.

343 S. Dearborn  
Chicago, Ill.



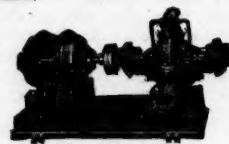
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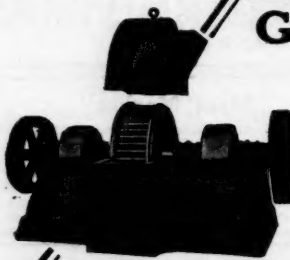
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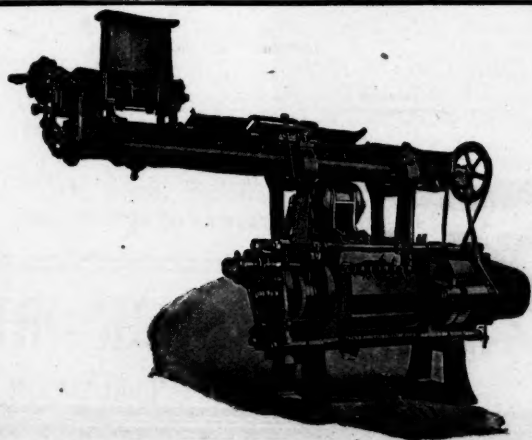
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## More Profit in Cracklings

Cracklings made in the Anderson Crackling Expeller contain a higher percentage of ammonia and lower percentage of grease, and will therefore show a profit of approximately \$10 per ton over hydraulic-pressed cracklings.

Write for complete information

Manufactured by

**The V. D. Anderson Co.**

1985 W. 96th Street

Cleveland, Ohio





## Quick Deliveries at Low Cost With a Ford Ton Truck

The Ford One Ton Truck with standard express type all steel body and cab is particularly suited to the transportation requirements of packers and provisioners.

It is ruggedly and reliably built and will stand up for years under hard usage. At the same time, it is easy to handle around loading docks, in railroad yards and through heavy traffic. The short turning radius makes it convenient to park.

The Minneapolis Branch of Wilson & Co., find this unit exceptionally low

in cost of operation and extremely efficient for quick delivery work.

E. A. Andresen, Branch Manager, says "Our Ford Ton Truck will average approximately 50 miles a day and seldom does it leave the plant with less than a capacity load. We are very much pleased with the service of this truck and the low cost of operation."

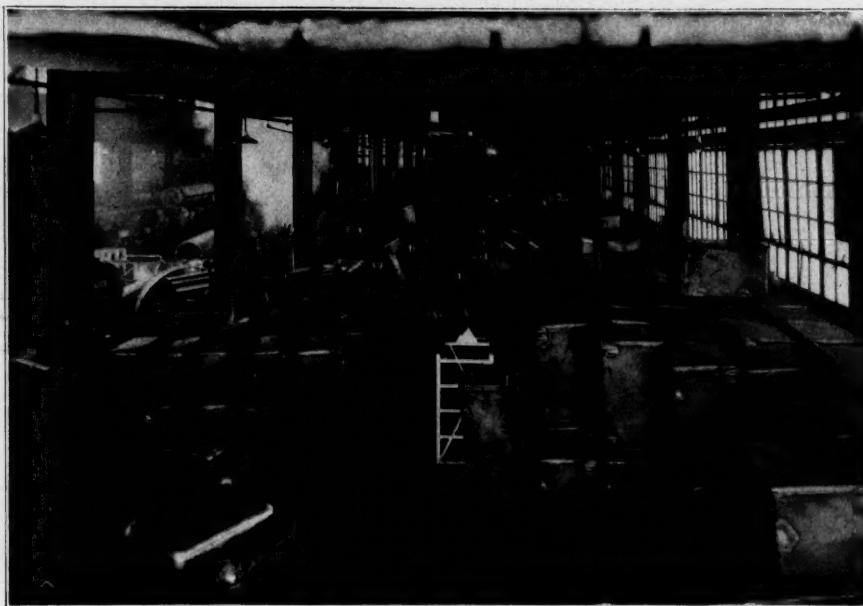
Your nearest Authorized Ford dealer will gladly give you a practical demonstration and furnish delivery cost data of particular interest to you.

*Ford One Ton Chassis, \$365 f. o. b. Detroit*

# Ford

CARS • TRUCKS • TRACTORS

# What Constitutes a Good Metal Truck?



A Corner in Our Truck Manufacturing Department

Other things being equal, it is universally conceded that a properly galvanized truck will several times outlast the same truck poorly galvanized. Galvanizing must be done after all other operations are completed, and the metal must be carried at a low temperature to insure a heavy coating. "Mechan-

ical" has one of the largest truck building and galvanizing plants in America, containing the most modern equipment and manned by the most skilled operators. Quality alone governs the design and manufacture of all "Mechanical" trucks.

## Mechanical Says:

- A** A good grade of material sufficiently thick for the purpose.
- B** No rivets; all seams welded.
- C** All corners well rounded, so truck bodies are easily cleaned.
- D** Top edge reinforced by turning main sheets over and under.
- E** Thorough bracing of frame.
- F** Galvanizing—all metal trucks must be heavily galvanized.

## Our line includes:

Barrel Trucks  
Ham Trucks  
Box Trucks  
Butterine Trucks  
Metal Trucks  
Bone Trucks  
Fertilizer Trucks  
Flat Trucks  
Bacon Trucks  
Ice Trucks  
Liver Trucks  
Loin Trucks  
Oleo Trucks  
Paunch Trucks  
Sausage Trucks  
Meat Trucks  
Trailer Trucks  
—and many other kinds.



A Corner in Our Galvanizing Department—Note Truck Bodies Being Dip-Galvanized

With such facilities, it is reasonable to expect the best

Order "Mechanical" Trucks and save repairs and money

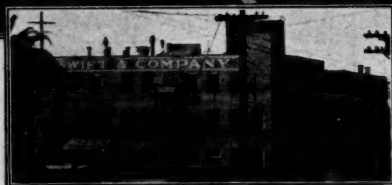
# THE MECHANICAL MANUFACTURING COMPANY

"If It's for the Packinghouse—We Make It" Pershing Road and Loomis St., CHICAGO, ILL.





Above: Panorama of the  
downtown district, Los  
Angeles, California



Left: Swift & Company's  
branch house serving the  
territory about Los Angeles

## Pride Washing Powder is Backed by the Same Service in Los Angeles

Pride Washing Powder will handle every problem of packing house cleaning; it is made to take care of just such work. Its formula was developed in our laboratories after careful research and the application of practical tests.

It is used in packing houses the country over—not only because of its splendid cleaning properties, but because of the incomparable service which we are able to offer with it.

Operators of packing houses in

and around Los Angeles use Pride because they like its economy and the speed and thoroughness with which it works, and because there is a Swift organization in that city which takes pleasure in extending them service.

But Swift Service is a national institution. Wherever your plant may be situated, north, south, east, or west, there is a Swift branch house in your neighborhood and a Swift organization ready to wait on your needs.

Order a trial barrel of Pride Washing Powder for your plant. You'll find it a time, labor, and money saver.



Swift & Company  
Soap Department  
Chicago

**Pride Washing Powder**  
for all packing house cleaning

